



### POP ON FRIDAY

Country's blue-eyed boy at full throttle

David Sinclair on Garth Brooks, p33



### COUNTRY HOMES

The rise and rise of rural house prices

Rachel Kelly, page 5



### MONA BAUWENS

Why women are the victims in court

Don't ever sue, page 12

30P

# THE TIMES

No. 64,864

FRIDAY JANUARY 28 1994

Poll puts Labour 20 points ahead

## Middle-class revolt hits Tory hopes

By PETER RIDD, PHILIP WEBSTER AND NICHOLAS WOOD

JOHN Major is suffering a revolt at the hands of the middle classes that could severely threaten the Tory heartlands in the South at this year's critical local and European Parliament elections, the latest MORI poll for *The Times* indicates today.

The Prime Minister will try to lift Conservative morale tonight against the background of renewed concern among senior Tories over taxation, suggestions of Cabinet infighting and a poll giving Labour its highest rating since October 1990, just before Margaret Thatcher was forced out of office.

MORI puts Labour on 48 per cent, the Tories on 28 per cent and the Liberal Democrats on 20 per cent, with Others on 4 per cent.

The Conservative position has held at about 28 per cent since last summer, which probably reflects a hard core of committed supporters and most of Labour's gain has been at the expense of the Liberal Democrats.

The most worrying finding for the Conservatives is the

desertion of large numbers of the middle classes, which comprise two-fifths of the electorate and have traditionally favoured the Conservatives by a big margin. For the first time Labour has reached a position of level-pegging with this critical group of voters.

Even at previous mid-term low points, the Conservatives have still been well ahead of Labour among the middle classes. At the last election there was a gap of 54 per cent to 22 per cent, but now the two parties are level on 37 per cent. That threatens the Conservatives in the South, where Labour is now in the lead.

The latest poll was taken last weekend before the full impact of the recent dispute over tax increases, which will be felt particularly by middle-class voters already disenchanted with the Government.

Tory strategists voiced satisfaction yesterday at the success of their counter-offensive

on tax. They believe they have forced their Labour opponents on to the defensive and Mr Major drew loud cheers from his backbenchers yesterday when he poured scorn on Gordon Brown's insistence that the party had no spending commitments.

In a reference to yesterday's disclosure in *The Times* that Labour had abandoned spending pledges on health in its latest policy document, Mr Major said: "We now know from what has been said in the last 24 hours that there would be no more spending on the NHS from Labour."

Even so, backbench Tory alarm over the imminent raft of rises was raised at last night's weekly private meeting of the 1922 Executive. Leading rightwingers, led by John Townend, chairman of the backbench finance committee, are worried that the Government is in danger of sabotaging its most potent electoral weapon by pushing up taxes.

Lord Archer of Weston-super-Mare said earlier that

Football's great pay last respects to Sir Matt Busby



Bobby Charlton leaves St John's Catholic church in Chorlton yesterday after the funeral of Sir Matt Busby, the former Manchester United manager

## Public servants pilloried for fraud and waste

By MICHAEL DYNES AND ARTHUR LEATHLEY

PUBLIC standards of probity and integrity have fallen to their lowest level since the creation of the modern Civil Service in the 19th century, Robert Sheldon, chairman of the Commons public accounts committee, said yesterday.

In an unprecedented indictment of the erosion of traditional public virtues, Mr Sheldon gave a warning that increased mismanagement, inefficiency and outright fraud were threatening the long-standing "unconquerability" of Britain's public services.

Unless immediate action was taken to arrest and reverse the "loosening of standards", Britain could be branded with the image of corruption and fraud usually associated with Italian, African and Latin American governments, he said.

Declining levels of public stewardship were spotlighted in a report published by the committee yesterday. It cited 25 recent examples of wasted resources, money improperly spent, financial discrepancies, mismanagement, corruption and fraud, across a range of

government departments and quangos.

Among the examples were the £20 million wasted by the Wessex regional health authority on a computerised information system, excessive and unjustifiable redundancy and car schemes provided by the Welsh Development Agency, and "doubtful and incorrect" payments by the Employment Department to training and enterprise councils.

The decline in standards had been exacerbated by government attempts to bring private sector expertise into public sector management, Mr Sheldon said. It was not that the public and private sectors were incompatible, but that private sector managers were not imbued with the "public sector ethos" of probity, honesty and accountability associated with public servants, he said.

John Major reacted angrily to cross-party accusations that Britain's public services are declining into a trough of incompetence, waste and fraud. The Prime Minister

rounded on opponents who seized on the report, and dismissed allegations that standards were worsening.

Stung by ferocious challenges from Opposition leaders, Mr Major defended Britain's public sector. As Labour and Liberal Democrat leaders tore into him during question time, he insisted that the report "states quite clearly there has been no decline in standards".

While Mr Major was in combative mood in the Commons, Conservative MPs reacted gloomily to a report which pinpointed such fundamental failings. Richard Page, Tory member of the committee which produced the report, said ministers had to take serious note. "Labour can't hijack this for party political purposes. It is far too serious for that. In this report, because there have been frauds, because there have been misdeeds, this is a clear shot across the bows for every government department and every government agency," he said. MPs' private

Continued on page 2, col 1

## Tribute to a shy hero 'clothed in charm'

By DAVID MILLER

THEY lined the rain-lashed streets in thousands to express their gratitude as much as their grief. In the words yesterday of the Rt Rev Patrick Kelly, Bishop of Salford, during his homily at the funeral of Sir Matt Busby, the former Manchester United manager, everyone was paying tribute to "a world celebrity clothed in modesty and charm".

As the cortege behind the coffin wound through Manchester streets, past Chorlton's solid Victorian red-

brick and Trafford's tidy, respectable semis on its way to the Southern Cemetery, people stood two and three deep. As the grey skies wept, so did grown men and women, those for whom Sir Matt was Manchester.

Men removed their hats in the driving rain, tradesmen stood in respect beside their vans in the middle of the road. Middle-aged mothers held gloved hands over their mouths, school children among whom Busby's name

Continued on page 3, col 1

## Accused councillor found shot dead

By IAN MURRAY

A FORMER chairman of Westminster City Council housing committee accused by the district auditor of complicity in a gerrymandering policy, has been found shot dead.

Dr Michael Dutt, accused two weeks ago by the district auditor of "disgraceful and improper" gerrymandering, shot himself in the head at his flat in St Albans, Hertfordshire, on Wednesday night.

He and nine other councillors faced having to repay £21 million. The report by John

Magill, who headed a four-year enquiry, said that they were guilty of vote-rigging by trying to lure Tory voters to buy council homes in marginal wards.

Dr Dutt, 43, a Knightsbridge, GP who was single, was joint chairman of Westminster's housing committee in 1988. He had denied being guilty of "wilful misconduct" with the other nine councillors.

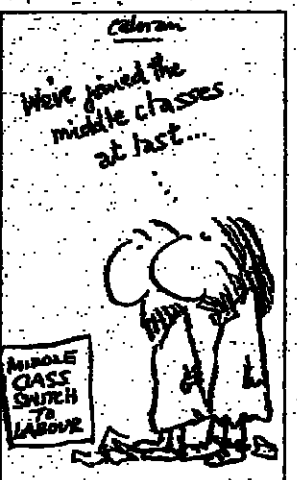
In an open letter to Mr Magill ten days ago, however, he said he had decided to pull out of the action. "There are a number of falsehoods and twisted interpretations in what you say," he wrote. "I had no interest and was not influenced by considerations of gerrymandering at any time."

Although I believe the High Court will reverse your findings, this together with the hearings in the Appeal and Lords would last several years and consume resources and energy I do not have, while attempting to conduct my medical work."

Mr Magill said last night: "Any news like this is extremely tragic."



Dutt: implicated in gerrymandering report



activists wanted to see the whole team pulled together, both in Parliament and even in the Cabinet, dare I say."

Lord Archer, who surprised Tory MPs by publicly confirming his ambition to succeed Sir Norman Fowler as party chairman, warned his colleagues of the dangers of disunity. "It is vitally important that as a party we work together and don't have splinter groups."

MORI details, page 3  
Philip Howard, page 12  
Stephen Dorrell, Peter Brook and  
Diary, page 14  
Leading article, page 15

## Gascoigne arrested after brawl

By JOHN GOODE

PAUL Gascoigne, the Lazio and England footballer, was arrested by Italian police yesterday after being involved in a brawl in Rome with a photographer.

A police spokesman said that both men had been slightly injured in the incident, which occurred in a tourist area off the Piazza di Spagna, by the Spanish Steps. Officers in a patrol car witnessed the scuffle, the latest in a series of incidents involving the player who inspired England through to the semi-finals of the 1990 World Cup.

First reports claimed that Gascoigne had headbutted a photographer for *Il Tempo*. The police spokesman said: "Both men have bruises. They should have recovered in a few days."

While convalescing from a knee operation in September 1991, Gascoigne was involved in a fight in a Newcastle nightclub.

## Multiple sclerosis drug for UK trials

By JEREMY LAURANCE, HEALTH SERVICES CORRESPONDENT

BETA-INTERFERON, hailed as the greatest advance in the treatment of multiple sclerosis in 20 years, is to begin trials in Britain.

The drug is the first shown to slow the progress of the degenerative disease, which affects three times as many women as men; 60,000 people in the United Kingdom are afflicted.

Doctors fear that announcement of the trials will provoke a scramble among patients desperate to try it. About 25,000 people are thought likely to benefit from the treatment, but only a few hundred will be included in two separate trials, each at six different centres which have yet to be named.

The high cost of the drug, expected to be as much as £100 for each injection, will restrict its availability on the NHS if it is eventually licensed. Patients are expected to need three injections a week for life at a cost of £15,000 a year.

Betaseron, a genetically engineered version of the drug,

was granted a licence in the United States in July, provoking a stampede of patients desperate to obtain it. More than 67,000 patients were registered by neurologists as suitable for treatment, but the manufacturers had supplies for only 12,000. A lottery was held to choose who would be treated.

In patients with the common relapsing/remitting form of the disease, in which episodes of severe disability are followed by periods of remission, trials of Betaseron in North America showed that it reduced the frequency of relapses by a third. Severe relapses, which confine patients to a wheelchair, were cut by half.

Dr David Barnes, consultant neurologist at Atkinson Morley hospital, London, said betaseron was the most exciting development in more than two decades. "Nothing else has shown anywhere near the same promise. Now we are going to see whether it really does work," he said.

## Bulgers' campaign seeks life for killers

By RICHARD FORD, HOME CORRESPONDENT

THE parents of James Bulger, the murdered Merseyside boy, are to launch a nationwide petition demanding that his killers serve a life sentence.

Ralph and Denise Bulger are also seeking a meeting with the Home Secretary over judicial recommendations that the murderers be detained for a minimum of between eight and ten years.

Mrs Bulger, 26, said: "If it was Michael Howard's son this had happened to, he wouldn't want those two out. He would make sure they got life. I was sick when I heard about the eight years. They took a life, so they should serve life."

Jon Venables of Walton, Liverpool, and Robert Thompson, of Norris Green, now 11, were sentenced to be detained at Her Majesty's pleasure after being convicted of the murder of James, aged 2.

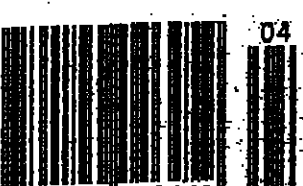
Mr Justice Morland, the trial judge, has recommended that they serve a minimum of eight years and the Lord Chief Justice, Lord Taylor of Gossforth, has advised a minimum of ten years.

The final decision rests with Mr Howard. Yesterday he pledged that the boys would not be released if they still represented a risk.

Living in fear, page 4

Births, marriages, deaths	10
Chess	740
Crossword	20
Law Report	34
Leading articles	15
Letters	15
Obituaries	17
Tourist Rates	24
Weather	20
TV & Radio	39

Buying *The Times* overseas  
Australia \$2.75, Canada \$2.50, Cyprus £1.05, Denmark 14.00, Finland 15.00, France 12.00, Germany DM 4.00, Gibraltar 1.00, Greece Dr 400, Netherlands 11.50, Irish Republic 1.50, Italy L 3.50, Luxembourg 1.00, Monaco 1.00, Norway 2.50, Portugal Esc 275, Spain Ptas 250, Sweden Skr 17.00, Switzerland 5.75, Tunisia Dtn 2.00, USA \$3.00.



9 770140 046459

**HURRY! Register by 31.1.94**

**MOVE WITH A MAGICAL CARPET OFFER...**

**UP TO £750 TOWARDS NEW CARPETS**

**PLUS £250 TO SPEND AS YOU WISH**

**WHEN YOU TAKE OUT A MORTGAGE WITH N&P.**

To find out more about N&P's new lower mortgage rates and for details of this offer, call into your nearest branch or phone us now on **0800 80 80 80**

**N&P** No-one's better on your behalf

Applications must be received by 31.1.94 to qualify. Voucher entitling holder to 25% off Allied carpets (maximum £750) to be redeemed at an Allied Carpet outlet, will be handed over on completion of N&P mortgage. Cash alternative will not be offered. £250 will be paid into an instant Reserve savings account on completion. Limited to one offer per applicant. Available for first time buyers, movers, remortgages. Maximum loan to value 95%. Mortgages available subject to status and satisfactory valuation. Applicants must be 18 or over. A charge over your property is required. Written questions on request.

THE NATIONAL MORTGAGE AND BUILDING SOCIETY (N&P) IS A MEMBER OF THE FINANCIAL SERVICES AUTHORITY (FSA) AND IS REGULATED BY THE FSA. THE FSA IS A MEMBER OF THE FINANCIAL SERVICES AUTHORITY (FSA) AND IS REGULATED BY THE FSA.



## Thank heavens for Evans's angel from the breakfast table

A new star has entered the parliamentary heavens. She made her debut during agricultural questions yesterday.

You will search for Janice in vain among the lists of sitting MPs. Janice has never stood for Parliament, never published a manifesto and never taken a party whip. She has never faced the electorate. She has faced a far, far greater test. Janice has survived near-on 40 years of marriage to David Evans, the Tory MP for Welwyn Hatfield. Evans — Cockney businessman, former chairman of Luton Town FC, saloon-bar

moralist and force-ten Commons ringer — inhabits a world somewhere between barracks, barrow and boardroom. If breakfast cheer the Evanses is anything like MPs' Questions when Mr Evans rises, then Janice deserves a place in the Lords.

Yesterday — in spirit at least — she was in the Commons. "How much," the Agriculture Minister was asked by Mr Evans, "is the common agricultural policy costing, per head, in the UK?" The minister, Gillian Shephard, was unwilling to hazard a precise figure. This was not good enough for Mr



**MATTHEW PARRIS**  
POLITICAL SKETCH

Evans. Or Janice. "My wife Janice," declared Evans, "tells me the average family pays £28 per week for the CAP. 'Do you agree with Janice?' he roared, daring anyone not to. 'Do you also agree that it would be even worse if Labour — that lot opposite — or the Romeo from Yeovil, the Leader of the Liberal Democrats...'"

"The hon gentleman is moving very far from his

wife," interrupted Madam Speaker, who had bent the rules enough in letting Evans move the subject to his wife, and now saw him haring off for a scrap in Yeovil. "Would he please stay with Janice?"

Evans huffed and puffed. If the Opposition was in power, he said, funds would disappear "like rats up a drain-pipe". This, too, was the opinion of Janice. Mr Evans sat down. Mrs Shephard

rose, reluctant to tangle with Evans and determined not to tangle with Janice. She hesitated. "Answer! Answer!" shouted a malicious element on the Government benches.

"I begin..." ventured Mrs Shephard, "by congratulating my hon friend, not only on his question — whatever that was — but also on Janice."

"Hear, hear!" The minister went on to agree that there should be limits to what the UK spends on the CAP. "I believe that was the point he was making. And so was Janice."

Whether or not that was the point Mr Evans was making was unclear. By this stage in an Evans intervention, the great man is always puce in the face, puffing and blowing.

His intentions become hard to read and it is not known whether he is able to take in ministers' replies. It is quite possible that Mr Evans did not himself know what point it was he was making, or that, if he had known when he had started, he had forgotten by now. Evans questions, like those Grand Prix computer games in amusement arcades, accelerate round and round in

circles and end up in a tree. But Janice will know what it was Mr Evans was trying to say. She will perhaps be reading *Hansard* as you read this, and judging her husband's success. I hope she feels he did justice to her views. Say what you like about elected legislatures, any woman who has put up with Mr Evans for the better part of half a century deserves to be listened to by the whole nation with a respect bordering on awe.

Janice Evans has been ill, and convalescing in hospital. We wish her a speedy recovery.

## MPs want Thatcher to face dam deal enquiry

BY ARTHUR LEATHLEY  
POLITICAL CORRESPONDENT

BARONESS Thatcher will face calls next week to appear before MPs investigating Britain's decision to give £234 million of aid to Malaysia in return for trade contracts.

Labour MPs yesterday signalled their determination to bring senior former ministers, including Lady Thatcher, before an enquiry, starting next month, to examine the extent of Britain's links with Malaysia.

It also became clear yesterday that Tory MPs will not offer ministers any shelter against questions by members of the cross-party Foreign Affairs Select Committee.

Douglas Hurd, the Foreign Secretary, Lady Thatcher, Lord Younger of Prestwick, the former defence secretary, and Baroness Chalker, the Overseas Development Minister, are among the senior politicians that MPs will want to interview over the Pergau dam affair.

At the heart of the enquiry will be a set of questions which MPs hope will unravel the complexities of Britain's overseas aid provision, extending beyond the Pergau deal.

Among the questions that senior ministers will face are:  
□ Why did Lady Thatcher promise aid to a country which is far wealthier than many Third World nations that have been refused grants?  
□ Did Lord Younger offer Malaysian ministers the prospect of aid when he visited Kuala Lumpur to discuss defence contracts in March 1988?  
□ Which senior ministers were consulted by Lord Younger on his return and what was their advice?

MPs will ask to see a memorandum of understanding signed by Lady Thatcher and the Malaysian Prime Minister in September 1988. Mr Hurd has said the memorandum did not cover aid.

□ Why did the cost of the dam project rise by nearly 50 per cent within months of Britain agreeing an aid package?

□ Sir Tim Lankaster, permanent secretary to the Overseas Development Administration, and technical experts strongly advised the Government not to proceed with the project. Why was their advice ignored?  
□ How much trade has been won as a direct result of the Pergau trade deal and how many British jobs have been created?

□ What advice is given to ministers negotiating trade contracts when aid deals are also being discussed?

Leading article and Letters, page 15

## Catalogue of waste exposes improper public spending

BY MICHAEL DYNES

THE Public Accounts Committee yesterday listed 26 cases it had investigated in which it found evidence of public business having been improperly conducted. Most involved inadequate financial control or lack of proper stewardship of public assets.

Among the most notable cases were:

**Welsh Development Agency:** The WDA was heavily criticised by the PAC last year for the excessive waste of public money involved in its redundancy and car schemes.

The committee's report highlighted how a public relations executive, appointed as

the agency's international director, was brought back from America after serving only nine weeks in his post. He was then put on eight months' "gardening leave" until he reached 50. His retirement package cost more than £225,000, and was never approved by the Welsh Office.

**Welsh Regional Health Authority:** The PAC highlighted how the RHA had wasted more than £20 million introducing a computerised information system which had to be abandoned in 1990.

The money should have been spent on health care for

the sick and elderly, the committee said.

**Forward Civil Service Catering:** The central catering organisation of the Civil Service was severely criticised in 1992 for a series of financial irregularities.

A report by the National Audit Office, the public spending watchdog, highlighted the organisation's "poor control, mismanagement, irregularity, malpractice and fraud".

**National Rivers Authority:** The authority's mismanagement of its move to new headquarters was characterised by inadequate and poorly controlled tendering and contracting arrangements, leading to serious risks of "fraud, corruption, and a failure to obtain value for money", the PAC said.

**West Midlands Regional Health Authority:** Serious shortcomings in the management, control and accountability of the authority were identified. This led to the waste of an estimated £10 million of public money which should have been spent on patient care.

The committee's report found that "the essence of this mismanagement was that the responsible official, new to the National Health Service, was able to follow his own path, making a bonfire of the rules in the process".

**Employment Department:** The department's decision to invest £48 million in a new computer system represented "exceptionally poor value for money", the report said.

Other cases involved the Department of Employment, the Department of Trade and Industry's Insolvency Service, the Ministry of Defence, Department of Social Security, and the Welsh Office.

MPs' criticism, page 1



The Rummymede Trust report refers to this desecration of Jewish graves in a Southampton cemetery in August

## Jews identify rising tide of hate

BY RUTH GLEDHILL  
RELIGION CORRESPONDENT

ANTI-SEMITIC incidents in Britain increased by 85 per cent in fewer than ten years, according to a report published yesterday.

The report also describes "negative, or at best lukewarm, views of Judaism within the Christian churches."

Between 1984 and 1992, the Board of Deputies of British Jews recorded the increase in attacks on Jews, the desecration of Jewish cemeteries, arson attacks on Jewish properties and graffiti on buildings.

There was also an increase in the spread of anti-Semitic pamphlets and books, and in abusive literature sent to Jews

and Jewish organisations. The report, by a commission set up by the Rummymede Trust, describes a letter, titled "Holocaust", which, referring to the Nazi murder of six million Jews, says: "Why not six million-and-one?"

A publishing firm received threats after advertising a text-book on the Holocaust.

The report says: "Violent racial prejudice and hostility are not confined to non-white minorities, nor is anti-Semitism purely a continental European phenomenon."

The characters of Fagin and Shylock are still influential as stereotypes in British culture. Criticisms of Israel often appear to be coded expressions of anti-Semitism.

and social anti-Semitism is expressed in remarks and "jokes". Media reports of financial scandals often carry anti-Semitic overtones, it says, and anti-Semitism is present in the racist chants of football crowds.

Referring to the recent election to an east London council of Derek Beackon, a member of the BNP, the report says: "In the Jewish community, as in other minority communities, there is an increasing sense of threat and fear."

The report recommends a re-examination of how Christianity is taught in relation to Judaism. It calls for anti-discrimination legislation on grounds of religion. Rabbi Julia Neuberger, a member of

the commission, said churches should pay attention to Judaism as a living religion with its own values and insights rather than one that has been superseded by Christianity.

The stereotype of Judaism as legalistic and Christianity as a religion of the spirit needed to be corrected, "and also the *canard* that the God of the Old Testament is a cruel and vengeful God and the God of the New Testament is completely different".

The Chief Rabbi, Dr Jonathan Sacks, endorsing the report, said race relations laws had "not proved effective enough to combat religious discrimination. Minorities, racial or religious, have the right to live secure from fear."

## Rethink expected on right to silence

BY FRANCES GIBB, LEGAL CORRESPONDENT

THE Government may back down over part of its proposals to curb a suspect's right to silence after objections by the Lord Chief Justice.

Even if no concessions are forthcoming during the current committee stage of the Criminal Justice Bill, the Government may concede a change later, either at the report stage or when the Bill enters the House of Lords where Lord Taylor of Gosforth, the Lord Chief Justice, is expected to speak against clause 28.

Ministers are closely examining criticisms by Lord Taylor of the clause, which requires judges to call into the witness box defendants who have said they will not offer evidence at trial.

Lord Taylor is not opposed to the Government's proposals

to allow judges to decide when comment may be made on a defendant's failure to testify, which is seen by a number of legal bodies as curbing a suspect's right to silence.

"I see nothing unfair in the jury being told it is open to them to draw a proper inference from the absence of any answer by the defendant," he said recently.

He and other judges are "seriously troubled", however, by clause 28. Lord Taylor has said that such an obligation carries the danger that juries may see a defendant's refusal as a defiance of the judge. That could have a more adverse effect on a jury than "any carefully phrased comment the judge may later choose to make". It also introduced an inquisitorial element into the judge's role.

## Gambler strikes gold with all or nothing bet

FROM BEN MACINTYRE IN NEW YORK

A BRITISH computer programmer wagered three years' savings on a single turn of a Las Vegas roulette wheel and doubled his money, leaving him about £150,000 further into the black after betting everything on the red.

Chris Boyd, 40, of London, donned a dinner jacket on Monday night and approached several casinos before finding one that would accept his cash wager of \$220,000 on a single spin of the wheel.

Binion's Horseshoe Casino, which has a reputation for

taking risks, finally agreed to the largest roulette bet in its 43-year history.

Mr Boyd, said to be a low-stakes gambler in London casinos, had asked for several practice spins but bet his all on the red on the second spin.

"His face was as red as the number" when the ball landed in red 7, Steve Albright, a manager at the casino, said.

Mr Boyd, who checked out of the Horseshoe Hotel on Tuesday morning, was last seen heading west into the Nevada desert with a broad smile on his face.

## Lamont lambasts Major's leadership

Norman Lamont will tomorrow deliver his fiercest personal criticism of the Prime Minister since he lost office in May last year. In *The Magazine* in *The Times*, the former Chancellor will attack John Major's back-to-basics campaign and his leadership.

Mr Lamont offers a rare insight into the workings of Mr Major's Cabinet by describing how his speeches were censored by the Prime Minister. On one occasion even mention of Baroness Thatcher is alleged to have been cut. Mr Lamont reiterates his ambition to return to the Cabinet.

## CSA slips up again

The Child Support Agency had to apologise for a third time this week after wrongly accusing a married man of fathering a child by another woman. Mandy Pomeroy, 30, who is six months pregnant, was so shocked when she opened the agency's letter at her home in Keynsham, near Bristol, that she feared she would give birth prematurely. She called a midwife for help. The letter said her husband Christopher, 32, was the father of a girl aged three who is nine days younger than the couple's own daughter.

## Firewoman loses case

A part-time firefighter who was branded the "worst trainee ever" has lost her sex discrimination case. An industrial tribunal in Hull decided that Debbie Brain, 34, was sacked from Humberston fire brigade because she was not good enough at her job, not because she was a woman. In one drill she undid a lifeline, risking her fellow trainees' lives.

## Catholics shot dead

The Ulster Freedom Fighters last night admitted killing a Roman Catholic man, John Doherty, at his home in south Belfast. A second Catholic was shot dead in Ballymena, Co Antrim, last night. A shop in Oxford Street, London, was gutted and two more were damaged by firebombs as the IRA launched its first mainland attack of the year.

## Health plan 'will fail'

An £80 million government scheme to cut deaths from heart disease will not work, Professor David Wood, of the National Heart and Lung Institute, claimed yesterday. He said that having GPs advise patients on lifestyle changes would not save enough lives to justify its high cost. Only by focusing on those at high risk would good results be achieved.

## Short Notice of a Very Important Unreserved Disposal Auction

of 69 Bales - Bill of Lading No 71-163

Now have been cleared from HM Customs and Excise bond VAT and duties paid together with a carefully assembled consignment of exceptionally fine and medium quality hand-made valuable

PERSIAN, ISLAMIC AND ORIENTAL CARPETS, RUGS, RUNNERS AND KELLIMS

By order of trustees, acting for and on behalf of Chamber of Commerce of Persia in conjunction with collection order and remitting fund to the Central Pledge Bank of Iran having met the guaranteed bill of payment by an independent financial trustee. Benefited from extreme devaluation of Persian money against the major baskets of currencies final decision has been taken to sell the reserve and reduce prices drastically to ensure complete disposal.

Venue 1,  
Saturday 29th January 1994  
at 11am. Viewing from 10am

at  
Noke Thistle Hotel,  
Watford Road (A405), St Albans,  
Hertfordshire

Venue 2,  
Saturday 29th January 1994  
at 5.00pm. Viewing from 4.00pm.

at  
Ladbroke Linton Lodge Hotel  
Linton Road, Oxford, Oxfordshire

Venue 3,  
Sunday 30th January 1994  
at 11.00am. Viewing from 10.00am.

at  
Thames Lodge Hotel  
Thames Street, Staines, Middlesex

Venue 4,  
Sunday 30th January 1994  
at 5.00pm. Viewing from 4.00pm.

at  
The Great Western Royal Hotel  
Praed Street, Paddington, London W2

Inventory includes old antique and contemporary Persian and other eastern hand knotted pile and flat weave rugs with wool and silk of outstanding merit and quality.

Independent Arbitrator and Fine Art Auctioneers,  
M. Shorlt and Associates Ltd. Tel: 081-202 1513

Boy 4 seen  
shot by gun  
contract-style

Thousands pay  
tribute to Bush



Judge committed  
over missing



Victim's wife opened door to man she thought was delivering pizzas. Then she saw the shotgun

## Boy, 4, sees father shot by gunman in contract-style killing

BY STEWART TENDLER, CRIME CORRESPONDENT

A BOY aged four saw his father shot in a contract-style killing which has baffled police. Terry Maidens, a packaging executive, had no known criminal connections and there is no apparent motive.

The man who burst in on the family was described as cold, calculating and callous by detectives. He wore a motorcycle helmet during the attack on Wednesday evening, when Mr Maidens was shot twice while standing only feet from his son Lee.

Last night detectives stopped questioning Lee because of his distressed state. But he and his mother Catherine, who was also in shock,

were able to tell police that the gunman never spoke.

Mr Maidens, 34, who had two other sons and lived in Nuneaton, Warwickshire, was described as a devoted family man. Police have ruled out any connection between the shooting and the drugs world and are looking at the possibility that it may have been a case of mistaken identity, although there is nothing to support that theory.

Det Supt Tony Bayliss said the shooting took place at about 7.50pm as the family were watching *Coronation Street* at their four-bedroom home. There was a knock on

the door which Mrs Maidens went to answer.

Through the glass she could see the figure of a man in a crash helmet and thought he was a pizza delivery man who had come to the wrong house. As she opened the door she was confronted by a shortened shotgun. The gunman forced her back along the hallway and into the lounge.

Mr Maidens, who was sitting next to his son, stood up. The killer fired a shot at his head and another round into his chest as he fell. Mrs Maidens tripped over in her haste to get into the room and by the time she got up the killer had gone. No one yet knows how he arrived and escaped from the house.

Mr Bayliss said: "It is impossible to see what motivated such a brutal murder. The killer is extremely dangerous and must be caught immediately."

He was keeping an open mind about whether it had been a contract killing. "It was a very cool and calm killing but at the moment there is nothing in his background that could suggest why he was killed."

The killer was white and may have had a swarthy appearance. He was wearing



Mr Maidens and his wife Catherine, whom he met at work, shortly after the birth of his third son, Sam. He was described as a devoted father

an airforce-blue crash helmet over his face and was about 5ft 11in.

Mr Maidens was divorced from his first wife, who lives in New Zealand, before he met his second wife, Tony, his ten-year-old son from that marriage, had been living with

him and his new family for about a year. He was out with friends at the time of the shooting. Mr Maidens's third son, Sam, aged one, was upstairs in bed.

In a statement yesterday Mr Maidens's employer, Linpac Mouldings, said he joined the

company in 1975 from school. After working at a branch in Dunstable, Bedfordshire, he moved to Southend, Essex, in 1987. In December 1990 he moved to the Midlands to become a manufacturing manager.

Gillian Farmer, personnel

manager at Linpac, said: "It was whilst working at Southend that he met and married Catherine, who worked in the finance department. After 18 years with our company Terry will be greatly missed."

Eileen Pounds, a former

yesterday: "My daughter Natalie used to babysit for Terry and Cathy."

"They were a very nice couple and didn't seem to have any worries. Terry was on friendly terms with his ex-wife and she used to visit with their son Tony."



The house where Mr Maidens was hit by two shots

## Thousands pay tribute to Busby

Continued from page 1

had become legendary lined the pavement, many dressed in no more than pullovers and jeans, and some with their hands held in prayer.

A crowd of several hundred had gathered outside St John's Roman Catholic church in Chorlton, Sir Matt's regular place of worship, to share by relay the requiem Mass attended by 500 mourners.

These included the present Manchester United team which had flown back from Wednesday night's Coca-Cola Cup victory at Portsmouth, many of the most famous players from Busby's teams, and city dignitaries and friends throughout football.

Paddy Crerand, a member of United's 1968 European Cup winning team who read the second lesson, remembered most how the finest manager the game has known never wanted anything but that the players should try to play football, to enjoy the game and be enjoyed.

"The difference between this and other funerals," Crerand reflected, "is that everything people are saying they said when Matt was alive. So often it's just being polite."

Harry Gregg, the former United goalkeeper who helped pull Busby's broken body from the plane crash at Munich which claimed the lives of eight of the famous "Busby Babes", looked close to tears. "The boss's greatness was that his face, his manner, was the same with everyone, whether you were the best player on the books or sweeping the dressing room."

He wasn't a talker unless you got him privately. After Munich, he said to me that it wasn't his own pain that hurt him (they had to re-set his fractured foot without anaesthetic because of his punctured lung) but the sight of one of his own team, mentally

broken, and the grief of not being able to comfort to other players that Duncan (Edwards) or Tommy Taylor had gone."

It was this benign quality that made Sir Matt special, the modesty within the empire he created — as Bishop Kelly terms it — such that it made him appear glad to meet you, when the reality was usually the other way round.

So when the great names had yesterday bade him farewell, Denis Law, George Best, Bobby Charlton and Brian Kidd, with the youngsters of today, Ryan Giggs and Lee Sharpe, when the choir had



George Best arrives for the funeral of Sir Matt

sung *I'm Just Going Home*, when Bishop Kelly had acknowledged that the strength and inspiration of Busby had been his belief in family and Church, nourishing our innermost spirits, Sir Matt Busby departed.

He went, dressed in his club blazer and tie, to lie alongside his beloved wife Jean. And all along the way there was mute evidence of the reciprocal admiration, gratitude and affection that he generated throughout a city during nearly half a century. By the time their hero — for truly he was a hero — reached Old Trafford, they were ten deep.

## Teenager's kidnapper kills himself

BY A STAFF REPORTER

A MAN who kidnapped a teenager and kept her prisoner for three days yesterday burnt himself to death, rather than face arrest and imprisonment.

The man, whose body was so charred police had not been able to identify him last night, seized Louise T'ale, 19, when she left a pub near the beach at Littlestone, Kent, on Sunday evening to walk home.

She told police that he threatened to kill her with a knife unless she went with him to an empty house, converted into holiday flats that are only used in the summer season.

Early yesterday he freed her and she ran home where her parents called police. At about the same time the fire brigade were called out to fight a blaze at the three-storey house where she had been held. The fire was so fierce that flames could be seen five miles away and 100 firemen were needed to bring it under control.

The charred body of a man was found in the top-floor flat where the girl said she had been imprisoned.

Det Supt Nick Biddiss, leading the enquiry, said: "We are looking at a link between the fatal fire and Louise coming home."

A police source said that the man told the girl he was going to kill himself after she had gone. "She has had a very traumatic time," he said. "This man has totally ruined her life."

"At this stage we have no idea who the man is. Louise told us she had never seen him before."

Police took away a white Ford Cortina from the house for forensic examination.

## Judge committed suicide over missing £63,000

BY FRANCES GIBB, LEGAL CORRESPONDENT

A DISGRACED judge gassed himself to death in his car the day after his firm of solicitors was closed down by Law Society investigators.

Stephen Burr, a part-time district judge, killed himself shortly before he was due to be promoted to a full-time district judge, an inquest was told yesterday.

Mr Burr, 53, of Froufield Green, Hampshire, was being investigated for the theft of about £63,000 from his clients' deposit accounts.

Police Sergeant Chris Robinson told the hearing at Portsmouth that on November 29 Mr Burr was visited by Law Society investigators at the offices of Burr & Co in Farnham, Surrey, and was

suspended from acting as a solicitor.

Shortly afterwards, a process server arrived and demanded that the business be closed and the keys handed over. Because of the investigation, his appointment to district judge was cancelled.

The coroner, James Kenroy, was told that after his business was effectively closed down, Mr Burr went out to lunch with a work colleague, Elizabeth Lunn, and drank several glasses of wine. Mrs Lunn was the last person to see Mr Burr alive and she said that he appeared calm, but embarrassed and apprehensive.

The following day, Mr Burr was found dead in his Saab car at Chilton, Hamp-

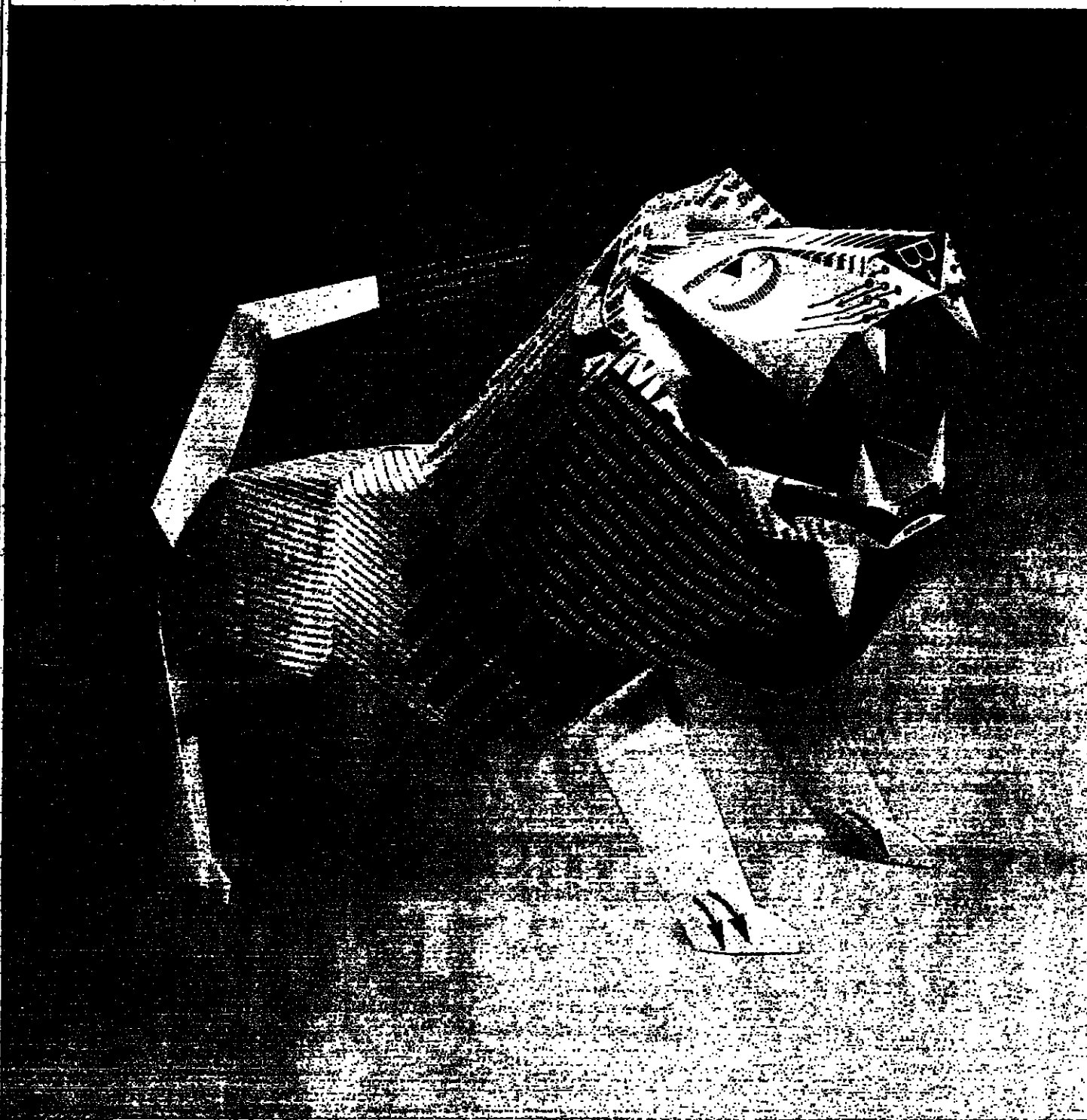
shire. A rubber hose led from the exhaust to the inside of the car.

Recording a verdict of suicide, Mr Kenroy said: "Sergeant Robinson has told us of the difficulties in which the deceased had placed himself with regard to his practice. It is not for an inquest to judge the deceased with regard to these difficulties."

"In the immediate few days before his death he had his appointment as a district judge taken from him and we have heard that the Law Society removed his legal practice from him."

"As a solicitor, it must have been an appalling position in which to find himself."

## Add new bite to your documents. Introducing the HP LaserJet 4P.



If you're hungry for a better image for your company, only one printer will give you the edge: the new HP LaserJet 4P printer.

An amazing 600dpi resolution combines with Resolution Enhancement technology, to provide smooth curves with no jagged edges, and microfine toner, which makes output look even sharper. Together these features set new standards in print quality.

The 4ppm HP LaserJet 4P also provides a generous 45 scalable typefaces to choose from, and enough memory built-in for

full-page graphics.

Macintosh and Adobe PostScript® users will appreciate the additional performance and typefaces of the HP LaserJet 4MP.

Both are at a very affordable price. In fact you'll never have had so much from a printer for your money.

The new HP LaserJet 4P and 4MP: if you want the first impression your business makes to bite deep, they're for you.

For more information, call HP on 0344 369222.



**hp HEWLETT®  
PACKARD**



# Bulger parents live in fear of second murder

By RICHARD FORD  
HOME CORRESPONDENT

THE parents of James Bulger spoke last night of their fears for the safety of their baby and other children if two boys convicted of murdering the toddler are freed.

Denise Bulger, whose second son was born shortly after two 11-year-old boys were convicted of murdering James, said: "I can't sleep at night or anything for worrying about him. The only one I leave him with is Ralph's mother, and she comes here."

"As soon as we go out she locks the front door and makes sure all the doors and windows are locked."

Mrs Bulger spoke as a furious argument erupted over the trial judge's recommendation that the two murderers serve a minimum of eight years' detention.

Lord Taylor of Gostforth, the Lord Chief Justice, has advised that they serve at least ten years.

Mrs Bulger said: "I am more scared for his future as he is growing up. I don't think I will be able to let him go out. The farthest he will go out is the back garden, and that is it."

"I'm sure a lot of other people are feeling the same about their babies too. I wouldn't like to see anyone going through what we've been through."

Mrs Bulger said that Jon Venables and Robert Thomp-

■ The news that James Bulger's killers could be free within eight years has shocked MPs and relatives of their victim

son, sentenced to be detained at Her Majesty's Pleasure for murdering James, aged 2, would have much more attention than other children. She said the two killers would be better off than others when they emerged from the local authority secure accommodation in which they were detained.

"They are going to live eight years in luxury, well fed and well dressed with toys. These two have got so much attention that other children will think they can do it."

As she attacked the lightness of the minimum sentences recommended, details emerged of the lifestyle of one of the killers.

Venables is receiving personal tuition in a unit where he sleeps in a dormitory but receives no punishment and little discipline, according to his solicitor.

He is being held in the same unit he was in before his trial. The only difference is that his record player has been removed from his room and put in the unit's communal lounge.

Laurence Lee, the boy's solicitor, said yesterday: "He is not given any harsh treat-

ment. There is no discipline treatment. He is brought up as he would be in any kind of residential home. There is no over-the-top discipline towards him."

Asked on LBC's *Newstalk* programme if Venables was being punished, Mr Lee said: "No, but to a boy of 11, loss of liberty is crucial. Every time he goes through a door, it is locked. He is in a prison situation. For an 11-year-old, how far can you go down the line of discipline?"

He added that the conditions in the unit in northern England were not luxurious. "We are living in 1993 not the 1930s. He is not exactly locked in a padded cell. He is living the typical life of a youth in a residential centre. He has kids' posters."

Venables and Thompson were convicted of murdering James Bulger on Merseyside last year. The toddler was shopping with his mother when the boys lured him away in a busy shopping centre. They dragged him for more than two miles before beating him to death at Walton, Liverpool.

Yesterday, as James's uncle called on people to protest

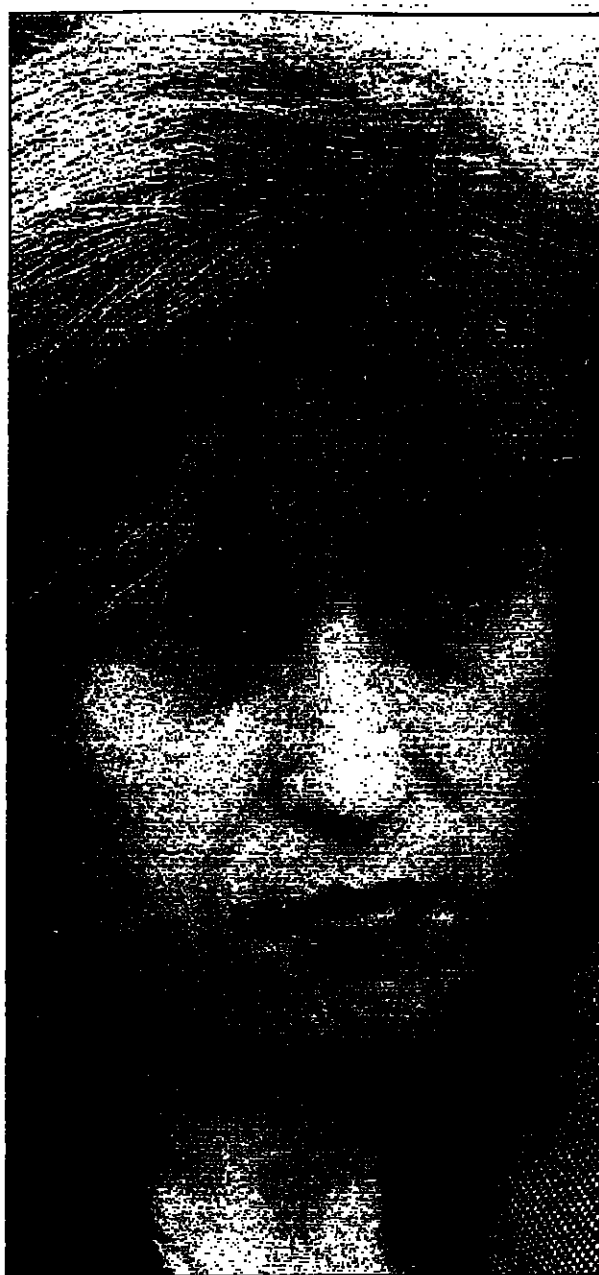
against the trial judge's recommendation, Michael Howard, the Home Secretary, said the reaction of the public would be an element to be considered before any decision on their release.

Ray Matthews, James Bulger's uncle, said: "We hope that there is a big public backlash. We appeal to Michael Howard to listen to public opinion as well as the family's opinion and to give them a tough, strong sentence."

Mr Howard, who has not yet considered the file from the trial judge, will make the final decision on the minimum sentence. He said yesterday: "They will not be released even after that minimum period has been served if it is thought that they still represent a risk to the public. Also at that time the Home Secretary will take into account how the public would look at the release of the prisoners at that juncture."

As a number of Conservative MPs criticised the recommendation of the judiciary for being too lenient, David Ashby, a Tory MP on the home affairs select committee, said that it was ridiculous to talk about the two boys being locked up for decades.

"For all I know, a ten-year-old child, by the time he reaches the age of 20, may well be a model citizen and regretting deeply what happened," he said.



Denise Bulger, who still suffers sleepless nights



Thompson, left, and Venables: 10 when they killed

## Public opinion key to killers' release

By A STAFF REPORTER

THE Home Secretary of the day holds the key to whether or when James Bulger's killers Robert Thompson and Jon Venables will go free. Michael Howard has stressed that public opinion will be one of the factors determining when they are released.

Given the emotions aroused by the case, it will be a brave Home Secretary who orders their release without the pair having served lengthy terms in custody.

The strength of public feeling against the release of Myra Hindley, the Moors Murderer, is believed to be the only reason for her remaining in prison almost 28 years after being convicted of killing two children.

Home Office figures show that people given a mandatory life sentence are released

after serving 12 years and five months on average. They are freed on licence and can be recalled to prison at any time during their lives.

The Home Secretary has a key role in deciding the length of sentence served and the release dates of all prisoners given mandatory life sentences or detained at Her Majesty's pleasure, as Thompson and Venables were. Within weeks of conviction, the trial judge sends a report to the Home Secretary with a recommendation on the minimum sentence to be served.

The case file, and the judge's decision, are also sent to the Lord Chief Justice who makes recommendation to the Home Secretary.

All the papers then go to the Home Secretary, who fixes the minimum sentence to be served.

## More lives lost over fall in heart donors

By EDNA WILKINS

A GROWING number of patients awaiting transplants are dying because of a dwindling supply of organs.

Advances in medical science, with big reductions in the number of road deaths, mean cases such as that of James Boyce, the MP who died this week while awaiting a heart transplant, are likely to become more common.

"We have tried everything to improve matters, but there are not enough organ donors to meet needs. We are going backwards," Professor John Salaman, of Cardiff Royal Infirmary, said yesterday.

Last year, 5,410 patients were on waiting lists for transplant surgery (4,691 of whom needed kidney transplants) but 2,514 operations were carried out. This compares with the 2,594 transplants in 1992. Sixty heart/lung patients died while on waiting lists in 1992, compared with 41 in the previous year. Kidney patients can be kept alive on dialysis machines while awaiting surgery.

Medical advances mean that more patients join waiting lists; five years ago, men over 50 would not be considered for a heart transplant. Advances in liver surgery and storage mean transplants are now possible for more people.

Professor Salaman is one of many surgeons considering the "opt out" option - whereby organs would be removed unless refusal has specifically been stated. The system raises difficult ethical questions, and the Health Department says it will not be seriously considered until there is consensus among medical professionals.

Ross Taylor, consultant surgeon at the Royal Victoria Infirmary, Newcastle upon Tyne, does not advocate opting out, instead favouring an attempt to reduce the "refusal rate" among bereaved relatives for removal of a potential donor's organs.

Leading article, page 15

## Car thieves drag man two miles

A man was dragged for two miles at up to 60mph as he clung to the window of his new car in an attempt to stop it being stolen.

When David Bell, 20, of Hebburn, Tyne and Wear, saw two car thieves speed off in his company Vauxhall Cavalier, he sprang after them and hung himself through the half-open driver's window to try to snatch the ignition key.

He eventually lost his grip and was hurled to the road. Police later found the car abandoned and Mr Bell was treated in hospital for scuffed feet, a sprained ankle and severe bruising.

## Player guilty

Kevin Dennis, 17, an Arsenal youth team player, and his brother Desmond, 18, of Highbury, north London, were convicted at the Old Bailey of the manslaughter of Simon Geary, 23, stabbed to death in a family feud. The two, who will be sentenced later, were allowed bail.

## Sailor injured

A Belgian sailor had his leg sliced off below the knee yesterday when a cable snapped as the Sally Line ferry, *The Prince Albert*, docked at Ramsgate, Kent.

## Kerb crawling

A Liberal Democrat councillor on Norfolk County Council, Adrian Brownlee, 53, was fined £100 by magistrates in Norwich for kerb crawling.

## Pub profits

Villagers at Great Bedwyn, Wiltshire, who clubbed together to save The Harrow pub in 1991, expect to see a profit this year after a 24 per cent improvement in turnover.

## Nipped in bud

A burglar who climbed into a florist's in Hereford through the roof found he could not get out again and had to dial 999 for police to rescue him.

## M4 trek takes dog walkers into court

TWO men who went to see a man about a dog early one morning ended up walking nearly 50 miles along a motorway to get home.

They were warned by police to take themselves and their greyhounds off the M4, but continued along the hard shoulder until "absolutely exhausted", they were arrested.

Magistrates at Chippenham, Wiltshire, were told that Bryan Powell, 28, and Terence Wright, 19, had been stranded in a field they had been driven to in Buckinghamshire last December so Powell could demonstrate his dog's hare-coursing prowess to a man

from Liverpool. A swap had been proposed.

But Michael Jeary, for the defence, said no deal had taken place. The man from Liverpool had driven off and Powell and Wright, from Vauxes, Gwent, both unemployed, were stuck without money or a map.

The two men, who knew only that the M4 would take them to Wales, set off with their dogs, Bella and Blackie.

They were within 12 miles of the Severn Bridge, Mr Jeary said, when they sat down. They were arrested when they refused to move and yesterday were fined £65 each, with £25 costs.

# Currys BEST EVER SALE

10 MONTHS 0% INTEREST  
SAVE  
£50



JVC  
Ultra Compact  
VHS-C Camcorder,  
10x Power Zoom

- Auto-focus and macro facility
- Low light sensitivity • Extended play facility
- Programme exposure • Fade facility

Model GRAX35. Was £649.99.

**£599.99**

JVC VHS-C Camcorder with Detachable Video Light, 8x Power Zoom, Full range auto-focus. Model GR43. Was £529.99. HURRY! OFFER ENDS 31/03/94

UP TO 18 MONTHS 0% INTEREST ON MOST CAMCORDERS

FREE £100 OF ACCESSORIES



SANYO

Compact 8mm Remote Control Camcorder, 8x Power Zoom

- Full range auto-focus
- High-speed shutter

Model VMD90

**£569.99**

20% DEPOSIT, 12 MONTH DIRECT DEBIT MONTHLY PAYMENTS OF £28

12 MONTHS 0% INTEREST

CAMCORDERS FROM UNDER £500

SAVE  
£50



CHINON  
VHS-C Camcorder,  
10x Power Zoom  
• Back light compensation  
• Datamatrix insert  
• High speed shutter  
Model VC700. Was £549.99  
SALE PRICE **£499.99**

SAVE  
£50



CANON  
8mm Remote Control  
Camcorder, 10x Power  
Zoom  
• Pop-up video light  
• Editing facility  
• Unique Canon flexigrip with  
Sportsfinder  
Model E330. Was £729.99  
SALE PRICE **£679.99**

CANON Ultra Compact 8mm Camcorder,  
8x Power Zoom  
Model UC10. Was £599.99.  
HURRY! LIMITED STOCKS. BUY NOW PAY LATER

SAVE  
£50

SALE PRICE **£549.99**

SAVE  
£50



SONY  
8mm Remote Control  
Camcorder, 10x Power  
Zoom  
• Dual speed edit search  
• 4 audio-exposure modes  
Model TR303. Was £749.99  
SALE PRICE **£699.99**

12 MONTHS 0% INTEREST



SHARP  
Viewcam, 8x Power  
Zoom  
• Revolutionary easy to use  
camcorder  
• Instant replay facility  
• 3" LCD screen  
Model VLE 304.  
SALE PRICE **£899.99**

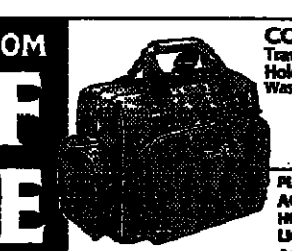
SAVE  
£150



SONY  
Top Specification 8mm  
Hi-band Camcorder,  
8x Power Zoom  
• Includes 'Handycam Station'  
for instant playback on TV  
Model TRV. Was £1099.99  
SALE PRICE **£949.99**

10 MONTHS 0% INTEREST

ACCESSORIES FROM  
HALF PRICE



CORNICHE  
Traveller  
Holiday  
Was £60  
SALE PRICE **£30**

LOWEST PRICES GUARANTEED

We will refund the difference on the spot, if you can find the same product, with the same offer, cheaper locally. Just come back to us within 7 days of purchase, with the details. The product must be new, complete and available for immediate delivery. This guarantee excludes paid order price reductions.

# Currys

SALE NOW ON

Better Service and low, low prices guaranteed

HIGH ST. STORES NATIONWIDE PLUS AROUND 140 SUPERSTORES WITH LATE OPENING. RING 081 200 0200 FOR YOUR NEAREST STORE. Write: enquiries to Currys, Dept HLT, 2420 High St, Capenhurst, Middledwich N49 7DQ. Currys are licensed credit brokers. Other terms apply in 12 territories. Nottingham, Lincolnshire, Lancashire, Hampshire, Isle of Wight. Ask for details.

Prince rejected  
to tighten security  
after gun attack



Survival points

CLOSING DOWN SALE  
END OF LEASE  
HAND MADE ORIENTAL  
CARPETS & RUGS  
80% OFF  
GENUINE REDUCTIONS



As his assailant appears in court, the royal visitor insists that public walkabouts will continue

## Prince rejects calls to tighten security after gun attack

FROM ALAN HAMILTON IN SYDNEY

THE Prince of Wales, apparently unshaken by the shooting incident in a Sydney park yesterday, rejected any additional security that might affect his public appearances. He intends to carry on as before, accepting that exposure to would-be attackers is part of the job.

Palace officials refused to blame the New South Wales police for allowing a man armed with a starting pistol to get within 6ft of the Prince at an open-air ceremony before a crowd of 20,000.

Richard Aylard, the Prince's private secretary, said: "The Prince's view was that on all his visits to Australia security had been well-handled and the present tour was no exception. 'He likes meeting people; it is part of the job. And if you are going to meet people in the way he wants to do, there is always an element of risk,' Mr Aylard said."

The Prince's security team was on a heightened state of alert yesterday, ready to deal with possible copycat attacks. Supt Colin Trimming, the Prince's personal protection officer from the Metropolitan Police's royal and diplomatic protection group, will hold a meeting with colleagues on his return to London to establish if any lessons can be learnt from the incident. Supt Trimming is said to have acted with alacrity and absolute correctness, covering the Prince with his body and roughly pushing

him away, while leaving others to deal with the would-be assailant.

Embarrassed Australian politicians were much less sanguine about the performance of their officers, who held an internal inquiry yesterday. John Fahey, the New South Wales premier, who helped wrestle the attacker to the ground, expressed his dissatisfaction that a man brandishing a gun could have got so close.

"I told the police I wanted a report on my desk first thing this morning, but I did not get it," Mr Fahey said yesterday. Tony Lauer, the New South

**He likes meeting people; it is part of the job. And if you are going to meet people in the way he wants to do, there is always an element of risk**

Wales Police Commissioner, said that policing of the open-air ceremony to mark Australia Day had followed the guidelines laid down by the Prince's office.

There has been concern that the public was allowed so close to the stage, and that it was so easy for a man to reach the platform. But the Prince dislikes strict security measures in front of him, and both his office and the state police agree that it is virtually impossible to legislate for a solitary lunatic.

Michael Heseltine, President of the Board of Trade, who is visiting Melbourne on an export mission, agreed with the Prince's stance. He said: "He wants to get to know people, to talk to people, to express real views to people in real circumstances. There is always a threshold that he will be advised not to cross, but

being the man he is he will always cross it."

The Prince is anxious that Wednesday's incident should be put in perspective. Like his sister, the Princess Royal, who was held up at gunpoint in The Mall in central London in 1974, he is determined to view it philosophically as an occupational hazard.

Yesterday, he visited the country towns of Forbes and Parkes. At the first, which has red warning signs at the town limits, declaring "This community does not tolerate family violence", he went on a walkabout in a public park to greet a crowd of 4,000 and mounted a bandstand to deliver a brief speech.

Dominic Williams, the town's solicitor, said: "There's not much crime here. In 25 years I've never locked my car or my front door. Most people here go to church."

The welcome was warm and friendly, as it was later in the day at the railway junction town of Parkes, which was receiving its first royal visit in recorded history. Most of the population was assembled in a field to create the atmosphere of a country fair, and a small group of amateur actors performed a tableau to demonstrate how the Coventry-born Sir Henry Parkes, a Victorian statesman, had come to the town in 1873 and promised them a railway.

The tableau required John Sholt, a local earthmover dressed as a 19th century workman, to act the part of a drunken father celebrating the birth of his baby. As he emerged from the wings, three constables of the New South Wales police sprang forward and apprehended him, believing him to be a real drunk bent on pestering the royal visitor.

Mr Sholt had to step smartly out of character and play his real sober self before convincing the police he was merely acting. But on the matter of royal security in Australia yesterday, they were taking no chances.



Prince Charles and Supt Colin Trimming, his personal protection officer, wearing traditional Australian hats on the first royal visit to Parkes

## Kang: caring crusader or suicidal fanatic?

BY A STAFF REPORTER

A SISTER of the man charged with firing a starting pistol at the Prince of Wales has told of his concern about Cambodian refugees.

David Kang appears to have staged the attack in Sydney as part of his crusade against the allegedly bad conditions in two Australian detention centres for refugees. When Mr Kang, 23, appeared in court yesterday on six charges, Susan Adams, the prosecution, claimed he was a fanatic prepared to die for his cause. But the defence insisted he was acting out of frustration at what he saw as a lack of progress.

He is reported to have written to more than 500 world leaders and media organisations, urging them to

**David Kang's fan ally says he wished only to ease the plight of refugees, but lawyers claim he was prepared to die for his cause**

fight for a fairer deal for people detained by the authorities as illegal immigrants.

His sister Angela said yesterday that he was "shaken and hurt" by the way the people in the detention centres were treated. "It was the fact that they were forgotten. He felt it was an injustice and that something should be done," she said.

Mr Kang lives with his Cambodian parents and three sisters in a white weatherboard house in the middle-class Hunters Hill area of Sydney. The house is slightly

scruffy, with an overgrown front garden and modest furnishings, and it overlooks a small park close to the harbour.

He had been studying for a Bachelor of Arts degree, thought to be in anthropology, at the city's Macquarie University while holding down a full-time job with an unnamed employer for five years.

Mr Kang was allowed to telephone Angela immediately after his arrest during the Australia Day celebrations at Tumbalong Park. She said: "He seemed all right and said

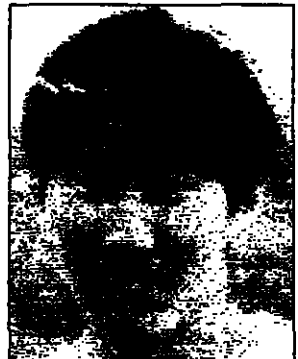
hello, but seemed to be in shock. I suppose he was numb and only just beginning to realise the implications."

Mr Kang, who was born in Australia, said in his letters that the detention centres for refugees were little short of concentration camps, a claim strongly denied by the government.

Hundreds of people, many of them from Cambodia, are held at the two detention centres, Villawood in Sydney and Port Hedland in Western Australia. Some have been there for up to four years while they fight extradition.

They live in houses and apartments forming self-contained communities behind double fences of 12ft-high barbed wire. Guards patrol the fences

and detainees have to report to security staff three times a day. Many have already been forcibly repatriated after failing to win lengthy legal battles to obtain refugee status.



Kang: parents came from Cambodia

## Survey pinpoints the des res for less

BY RACHEL KELLY, PROPERTY CORRESPONDENT

NEWBURY was the most expensive place in Britain to buy a large country house last year while Exeter was the cheapest, according to figures released yesterday.

The average price for a country mansion at Newbury in Berkshire, with eight to ten bedrooms and up to 20 acres of land was £800,000, according to the first detailed survey of regional house prices at the top end of the market. In Exeter a similar house would have cost £300,000.

The figures were prepared by Strutt & Parker and published yesterday in *Country Life*. The Halifax and Nationwide building societies produce average regional house price surveys, but their average home is about £60,000.

James Laing, joint head of estate agents Strutt & Parker, said prices in Newbury had held up well last year. He said: "An important factor was the shortage of houses becoming available in the early autumn compared with previous years. In addition, there was a continuing strong interest from prospective purchasers who failed to buy earlier in the year and who wished to acquire a house before Christmas. Typically,

last year we found that if we were selling a quality house near Newbury, we would have several interested parties making offers with sales in excess of the guide price."

Strutt & Parker's Newbury office sold The Old Rectory at East Woodhay, five miles from Newbury, for more than its £750,000 asking price. The house, a Georgian rectory with four reception rooms, well-tended gardens and set in 28 acres, immediately attracted interest and sold to the first potential buyer at a substantial premium, said Richard Trustram-Eve from the

agents, even though it had only four bedrooms.

"Newbury has remained desirable throughout the slump because the countryside is relatively unspoilt and communications with London are excellent," Mr Trustram-Eve said.

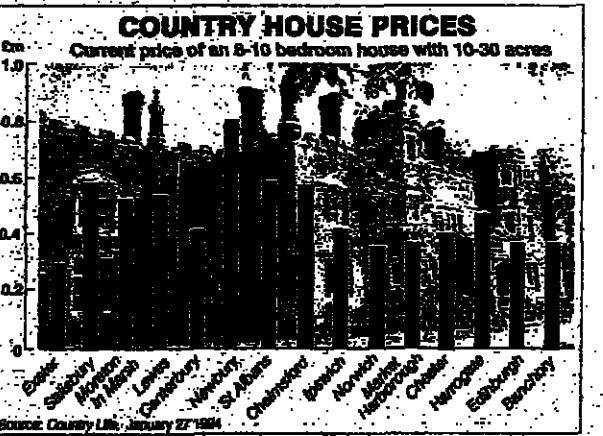
Other expensive locations for country homes last year were Salisbury, St Albans and Cheltenham, where prices averaged £600,000. Moreton-in-Marsh, Lewes, Harrogate, Canterbury, Ipswich and Chester all had average prices of £400,000 or more.

Bargain hunters should direct their attention to Exeter and beyond, Mr Laing said, but they must move quickly. "From September onwards, there was a significant increase in the number of viewings taking place from our Exeter office for larger properties. Buyers came from London and the South East because once again Somerset, Devon and Cornwall were seen as offering good value."

Mr Laing said Down House near Whimple, Devon, on sale through Strutt & Parker, is typical of the deals to be had in the county. The house has seven bedrooms, a drawing room, sitting room, dining room and study, and nearly five acres of grounds, as well as outbuildings, a greenhouse, coachhouse, stables and paddocks. It is for sale at £280,000.

Equivalent homes near Newbury would cost at least double, Mr Laing said.

The survey also looked at three-bedroom cottages and found the cheapest deals were to be had around Norwich and Edinburgh, where prices averaged £75,000. Cottages in Exeter were more expensive at an average of £100,000 because of the strong holiday homes market.



## Gales wreak havoc in Scotland and Kent

GALES of up to 70mph in Scotland damaged houses and overturned lorries yesterday.

Two lorries were blown on to their sides in separate incidents on the main Kingston Bridge, which carries the M8 over the Clyde in central Glasgow. A portable cabin was blown from the trailer of an articulated lorry into the river 100ft below.

A roof was reported blown off a building in the east of the city, and chimneys were also damaged. No casualties were reported. Glasgow Weather Centre said gusts of up to 73mph were recorded at the city's airport.

Further north, conditions were aggravated by driving snow, and several minor roads were closed. Blizzards affected the Highlands and

Grampian. The crew of a Fraserburgh fishing boat was winched to safety as it sank in rough seas and force nine winds off Shetland. The *Sirius*, with six men on board, had begun taking in water 55 miles off Sumburgh.

A woman was badly injured in Peterhead when a gale blew into her. Three of Scotland's ski-centres were storm-bound by drifting on access roads. Schools in Orkney were closed.

In Kent, gales overturned a lorry carrying 26 tons of mackerel on the M2 near Faversham. The driver, William Erwin, of Ballymena, Co Antrim, escaped with a minor battery acid burn to his hand. The £32,000 cargo, bound for Holland, was ruined.

Forecast, page 20

## New MULTIYORK SALE OFFERS

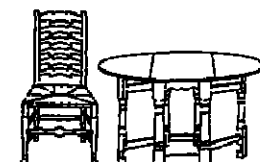


Unbeatable value, unbeatable quality, direct from the manufacturer

- Sofas, sofa beds, armchairs, suites & groups
- With tailored totally removable covers.
- Thousands of fabrics to choose from
- Soft or firm comfort levels
- Hardwood frame & steel spring construction guaranteed for 10 years.
- Handmade Sofas from £595
- Suites from £1495

**OFFER EXAMPLE**  
\*THE CARLTON  
Large sofa & 2 Chairs  
Normal Made to Order Price: £2878  
Ready-made Sale Offer: £1795  
Deposit (min 15%) £269  
Plus 24 monthly payments: £63.58  
APR 0% Credit Charges Nil  
Many other sale offers available

**New SALE OFFERS**  
On curtains, soft furnishings & period style Oak, Cherry, Mahogany & Yew.  
All with up to 3 Years 0% Credit



## CLOSING DOWN SALE (END OF LEASE) HAND MADE ORIENTAL CARPETS & RUGS 80% OFF GENUINE REDUCTIONS

HUGE STOCK OF PERSIAN (TURKISH SILK) KASHMIR & TRIBAL RUGS & CARPETS

ALL STOCK MUST BE CLEARED REASONABLE OFFER WILL NOT BE REFUSED

OPEN SUNDAY 11.00am to 5.00pm

WEEKDAYS 9.30am to 5.00pm

(LATE NIGHT THURSDAY TILL 7.00pm)

BELGRAVE CARPET GALLERY LTD

3 OLD BOND STREET

LONDON W1 (Piccadilly exit)

Tel: 071-499 6140

Fax: 071-408 2486

BRIGHTON	25 CHURCHILL SQUARE, TOP LEVEL, BRIGHTON HARBOR	0273 288291	MAIDSTONE	60/61 HIGH STREET, NEXT TO PIZZA HUT	0622 693072
BIRMINGHAM	167/171 POND STREET, BIRMINGHAM CITY CENTRE	0273 272323	MELBIS (SURREY)	The Old Mill, Melbourn, Beds. A1430 59 Box Hill	0579 784113
BROMLEY	147/151 WATFORD ROAD, BROMLEY	0814 642253	NEWCASTLE	42 MARKET STREET, NEXT TO BEEBE DENT STORE	091 230 4704
CAMBRIDGE	1 MILLER ROAD, ON MARCHES CORNER	0223 313463	NORTHAMPTON	102A AINSWORTH ST, OFF BBC RADIO NORTHAMPTON	0604 285451
CANTERBURY	WATLING ST, BOX 14, NEXT TO CHURCH ST	0227 785483	NORWICH	79/101 PRINCE OF WALES RD, NEXT TO HOTEL ILLINOIS	0603 616839
CHELTENHAM	31/33 PORTLAND ST, NE THE HOLY TRINITY CHURCH	0242 242243	OXFORD	14/15 ST EMBUS STREET, HARROLD MAGAZINE BUILDING	0865 728 733
CHESTER	43 FRYERS STREET, NEXT TO HARBOR	0244 323577	PALMERS GREEN	30/31/11 GARDEN LANE, OFF THE TOWN	081 886 7544
COLCHESTER	1 VERA ROAD, STONE ST, NO TOLLGATE CENTRE	0206 420077	READING	2 TROON WAY, WINDMILL ST, NEXT TO WICKS LTD	0734 584052
DERBY	11/13 BARNSTON LANE, OFF ST. PETERS ST TOWN CTR	0332 343913	ROYAL TUNBRIDGE WELLS	106/112 CALVERLEY ROAD, CANAL CORNER	0892 528611
GUILDFORD	TOP OF NORTH STREET, OPPOSITE THE LIBRARY	0483 451623	SHEPHERD	24 CHURCH SQUARE, OPPOSITE DEERHALL	0742 722801
HARROGATE	33/35 PARLIAMENT STREET, OPPOSITE DEERHALL	0423 527666	SOLIHULL	38/40 HILL LANE, OFF THE AVENUE	021 711 2522
HORNCHURCH	187 HIGH STREET, NEXT TO THE ROYAL HEAD	0708 470299	ST ALBANS	16 CROFTON PLACE, OFF MARKET PLACE	0773 836586
KENNINGTON	26/28 THOMSON PLACE, BETH MANSION & TOWN	071 389 4263	SUTTON	GROVE ROAD, COVENTRY ROAD, POST OFFICE	081 643 3242
KINGS ROAD	555 KINGS ROAD (FARMER'S BUILDING)	071 371 5029	SUTTON COLDFIELD	15 MIKE GREEN RD, MIKE GREEN OFF THE LIBRARY	021 323 3240
KINGSTON	38/40 EMMER STREET, BATHING MANSION, NO POST OFFICE	081 546 5640	SWISS COTTAGE	FINCHLEY ROAD, NEAR BOOTS	071 722 7819
LOUGHTON	165A HIGH ROAD, OFF THE STANFORD PUB	081 502 4125	WATFORD	125 THE PARKS, OFF THE FORD & SANDWAY	0932 338411
MANCHESTER	12/14 ST. MARY'S GATE, BCT. MANCHESTER	061 839 4339	WEYBRIDGE	66/68 CHURCH STREET, NR. ST. JAMES CHURCH	0995 855890
			WORCESTER	8-9 CROWN PASSAGE, OFF THE HORN & TRINITY	0955 612585

Open Wednesday until 7.30 pm SATURDAYS & SUNDAYS until 6 pm







## Tennis hopefuls go west to nurture Wimbledon dream

By MICHAEL HORSNELL

BEN Ashford, a 14-year-old tennis prodigy whose parents sacrificed their £130,000 home to launch him on the road to Wimbledon, unzipped his racket in the Florida sunshine yesterday and prepared for a gruelling coaching session.

He said: "I'm playing four hours a day and I can't get enough. I just want to do well for my mum and dad."

Ben is one of up to a dozen British hopefuls who have taken places at American tennis academies in a bid for stardom which, they claim, they could never achieve using the facilities at home.

Ben's father Stephen Ashford, a quantity surveyor, and his mother Susan sold their four-bedroom home in Knebworth, Hertfordshire, and rented a two-bedroom house half-a-mile away to raise £50,000.

The money will pay for Ben's first two years at the renowned Harry Hopman Academy in Tampa, Bay, where he was offered a place after he was noticed at a summer school last year and given a three-day trial.

At the academy, where stars such as Pete Sampras and Jim Courier train, Ben develops his skills between 1pm and 6pm every day, with an hour's mid-afternoon break, after

**British tennis prodigies train at American academies because, they say, facilities in this country are inadequate**

taking school lessons from 7.30am to noon.

"At the end of the day there's more study time, so I'm ready for bed," said Ben, who represented his county before taking the American route to fame and fortune.

The boy, whose heroes are Sampras, Stefan Edberg and Michael Chang, added: "It's great here, really fun. The people are friendly and the tennis is superb. I would like to turn professional and be Wimbledon champion. You can't do that in England because it's cold and the facilities aren't so good. My parents phone once a week. I miss them but the only other thing I miss is playing football."

At his parents' new home Mr. Ashford, who also has a daughter Sarah, 11, said that a sponsor would have to be found to keep Ben at the academy after he was 16 and the money ran out.

He said: "It doesn't feel like a sacrifice to us. Eventually you die and your children get your house anyway. We have just given day with an hour's mid-afternoon break, after

biggest asset and we are a close family in which we try to help one another out.

No disrespect to the current crop of British players, but Fred Perry was the last Englishman in the top five in the world and that was over 50 years ago. The Lawn Tennis Association is stuck in a time warp that goes back to that era. We have a few inherent problems in Britain, like the weather, but the schools system isn't up to producing champions. We want to give Ben his chance and this is the only way of doing it."

Johnny Perkins, press officer for the game's governing body, said the LTA wished Ben well, while pointing out that it was spending £63 million over five years to upgrade facilities in Britain.

He said: "What we are developing in terms of indoor facilities and clay courts will be on a par with the US in a couple of years. We hold our hands up and say we were late starting. But we are going full steam ahead now. Facilities will be in place here for producing champions. But it's a long grind."



Ben Ashford, whose parents sold their home to fund his Florida training

## Islanders' future hangs on plan to shut missile range

By GILLIAN BOWDITCH, SCOTLAND CORRESPONDENT

INHABITANTS of the tiny island of South Uist in the Western Isles say that their local economy will be devastated if plans to close the large missile-testing range at Benbecula go ahead.

According to a leaked report of a Ministry of Defence review committee, it has been recommended that the site be closed and the work transferred to Aberporth in Dyfed.

South Uist is hugely dependent on the Royal Artillery range, which accounts for 800 jobs — more than 40 per cent of employment in the area. Unemployment on the islands is already 15.5 per cent, one of the highest rates in Scotland.

About 520 civilians work at the site, and the MoD range brings about £10 million a year to the Western Isles' economy.

Donald Mackay, chairman of the development services committee on the Western Isles council, says the closure of the range would lead to unmitigated disaster for the islands: "The whole economy of the southern islands depends on it. The skills that the young people learn are built up around it. We're not like Glasgow or London in that we cannot diversify. Our other industries such as

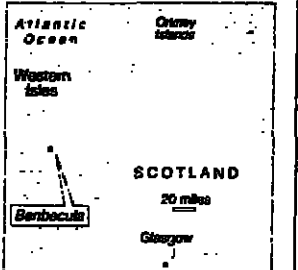
fishing and fish farming are already suffering."

The MoD said that no decision had been made on the future of the Benbecula range and it did not know when recommendations would be published.

The infrastructure would also suffer if the range were to go. How long British Airways could continue its service from Glasgow to Benbecula once the range disappeared is uncertain.

John Clark, policy adviser to the Western Isles council, said it would be illogical if at a time when the EC had recognised the deprivation of the area by granting it special status and increasing funding to the area, the Government withdrew its commitment to the area.

"The cost in terms of public resources to revitalise the area would negate any savings made by the run-down of the range," he said.



## Heads raise risk of test turmoil

By BEN PRESTON, EDUCATION CORRESPONDENT

THE threat of turmoil in schools increased yesterday as head teachers issued guidelines likely to increase the impact of industrial action over national curriculum tests.

The National Association of Head Teachers (NAHT) said individual schools would be justified in abandoning this year's tests for seven and 14-year-olds should substantial numbers of teachers refuse to implement them.

Also, head teachers are advised to ask governors not to allow results to be published if they believe any boycott of formal classroom assessment has distorted performance.

The guidelines are designed to help head teachers to cope with the confusion that may be expected to face. The three main teaching unions are split over what action to take after a series of government policy retreats.

The Association of Teachers and Lecturers and the National Association of Schoolmasters/Union of Women Teachers have dropped their threat to boycott testing but advised members to boycott formal classroom assessment when workload is excessive. The National Union of Teachers, however, is continuing its

action against testing and assessment.

The first tests, for seven-year-olds, start in some schools next month. Those for 14-year-olds begin in May.

The NAHT guidelines urge heads to try to ensure testing and classroom assessment go ahead, and emphasise that both are essential if valid judgments of pupils' progress are to be made.

The union says that results should not be circulated if they do not reflect a school's performance.

It says the situation in some schools may be so fragmented — with teachers boycotting tests, others refusing to undertake assessment and some taking no action — that the exercise of producing results will be fundamentally invalid. "In this event, the NAHT advises that heads would be justified in cancelling all testing and assessment."

David Hart, the general secretary, said: "A divided profession will make it more difficult for them to manage the testing and assessment arrangements in a manner which will satisfy all the interested parties, whether they be governors, parents, local education authorities or central government."

## KEENE ON CHESS

By RAYMOND KEENE, CHESS CORRESPONDENT

### New cycle

AFTER the success of The Times World Chess Championship, held under the auspices of the Professional Chess Association, the PCA will announce next week the launch of its programme for the next two years.

The announcement will be made by Nigel Short at Simpsons-in-the-Strand, central London, at 11am on Thursday February 3. Intel will be sponsoring both the PCA World Championship cycle and a new speed chess grand prix to be played in London, Moscow, Paris and New York later this year. Nigel Short and Michael Adams will also be playing against computers and taking on members of the public. The grand prize will be \$750,000.

### Tactical skills

The young American grandmaster Gata Kamsky qualified with relative ease in the Fide matches, against his Dutch opponent Paul van der Sterren. Although van der Sterren played well strategically, he continually fell foul, as in the following game, of Kamsky's superior tactical skills.

White: Paul van der Sterren  
Black: Gata Kamsky

Fide Candidates, Game 3

Wijk aan Zee, January 1994

### King's Indian Defence

1	d4	Nf3
2	c4	e5
3	Nc3	Bc7
4	e4	0-0
5	Nb5	a6
6	Bd3	Nf6
7	Bc2	0-0
8	0-0	h6
9	Re1	g5
10	d5	exd5
11	Bg5	Nb6
12	exd5	Nd5
13	Qd2	Nc7
14	Qc3	g4
15	Qd2	h5
16	Qc3	h4
17	Qd2	h3
18	Qc3	h2
19	Qd2	h1
20	Qc3	h2
21	Qd2	h1
22	Qc3	h2
23	Qd2	h1
24	Qc3	h2
25	Qd2	h1

Diagram of final position



Winning Move, page 40

# This week at Dixons

## UNBEATABLE DEALS ON LATEST HIGH-PERFORMANCE PCs



**ADVENT 450D 50MHz PC**  
COMPLETE WITH  
**LOTUS 1-2-3 SOFTWARE**

- 50 MHz DLC2 processor
- 170Mb hard drive and 4Mb RAM
- 1024K VRAM, Local Bus
- 28 SVGA 14" monitor
- Software includes Lotus 1-2-3 release 4, PC DOS 6.1, MS Windows 3.1

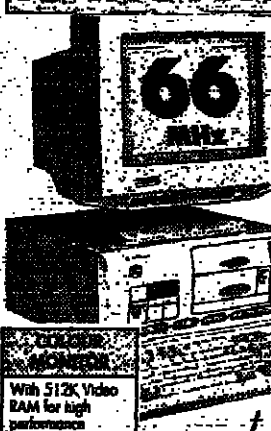
Total Separate Selling Price £1611.98  
inc VAT, £1371.90 ex VAT

PACKAGE PRICE

**£1295.95** inc. VAT

£1102.94 ex. VAT

## 10 MONTHS 0% INTEREST ON HIGHSPEED PCs



**HIGHSPEED COLANI DX266 DESKTOP** 66 MHz Intel 486DX2 processor, 4Mb RAM and 250Mb hard drive, 512K Video RAM, 28 SVGA 14" colour monitor. Software includes MSDOS 6.0, Windows 3.1.

20% deposit & 10 direct debit payments of £128

Dixons Deal  
**£1599.99** inc. VAT

£1361.69 ex. VAT

**HIGHSPEED COLANI DX266 TOWER** 66 MHz Intel 486DX2 processor, 8Mb RAM and 250Mb hard drive, 512K Video RAM, 28 SVGA 14" colour monitor. Software includes MSDOS 6.0, Windows 3.1.

20% deposit & 10 direct debit payments of £164

Dixons Deal  
**£1799.99** inc. VAT

£1531.91 ex. VAT



OVER 175 BUSINESS CENTRES. TEL: 081-200 0200 FOR YOUR NEAREST BRANCH

**LOWEST PRICES GUARANTEED**

We will refund the difference on the spot, if you can find the same product, with the same offer, cheaper locally. Just come back to us within 7 days of purchase, with the details. The product must be new, complete and available for immediate delivery. This guarantee excludes mail order prices/offers.

## 50 & 66 MHz HIGH-PERFORMANCE PERSONAL COMPUTERS

For maximum performance and efficiency you can't beat the great range of PCs at Dixons! Our high performance PCs feature...

- ✓ the latest high-specification ultra-powerful 50 MHz machines
- ✓ 66 MHz PCs that run up to 20% faster than even the 50 MHz models
- ✓ the power to handle tomorrow's software
- ✓ even faster response times
- ✓ super-quick screen graphics
- ✓ truly startling 'Windows' performance
- ✓ ideal for the games fanatic

At last you can work at your speed, without your computer holding you back!

## 10 MONTHS 0% INTEREST ON ADVENT

**466D PERSONAL COMPUTER** 66 MHz Intel 486DX2 processor, 4Mb RAM and 170Mb hard drive, Local Bus, 1024K VRAM, 28 SVGA colour monitor, PC DOS 6.1, Windows 3.1

Dixons Deal  
**£1589.99** £1353.99

20% deposit & 10 direct debit payments of £129

## 0% INTEREST ON PACKARD BELL

**LEGEND ELITE 9660** Intel 486DX2 66 MHz processor, 250Mb hard drive and 4Mb RAM. Software includes MSDOS 6.0, Windows 3.1, MS Works for Windows, MS Money.

0% INTEREST, LARGER STORES ONLY

Dixons Deal  
**£1899.99** £1617.99

20% deposit & 10 direct debit payments of £129

## At Dixons

**YOU PAY NO EXTRA FOR 12 MONTHS ON-SITE SERVICE**

- ✓ Service is available in your office or home for 12 months at no extra charge. This is included with most PCs, word processors and fax machines.
- ✓ Exclusive After-Sales Hotline Support. For advice on your new hardware or software, you dial our special DIXONS PC PLUS HOTLINE - 0891 516516. Expertly trained staff will be on hand to help you Monday to Friday 9am to 5pm and Saturday 10am to 5.30pm. Calls charged at 30p per minute (cheap rate and 40p per minute at other times).
- ✓ Prices are shown both including and excluding VAT. The price shown is the price you pay.



## Opinion poll gloom takes Major back to the bad old days of 1990

## Surge by Labour captures slice of middle-class vote

By PETER RIDDELL

THE Labour Party is now at its highest position in the opinion polls since October 1990, just before Margaret Thatcher was ousted from Downing Street.

The party has made big gains among the middle classes so it is, for the first time, level pegging with the Conservatives among this group of voters.

The latest MORI poll for *The Times* underlines how Labour has advanced strongly since the late summer, largely at the expense of the Liberal Democrats. Labour now stands at 48 per cent, compared with 42 per cent last August, while the Liberal Democrats have slipped from 25 to 20 per cent.

The Tories are on 28 per cent, their same level, plus or minus one point, since the Newbury by-election nine months ago.

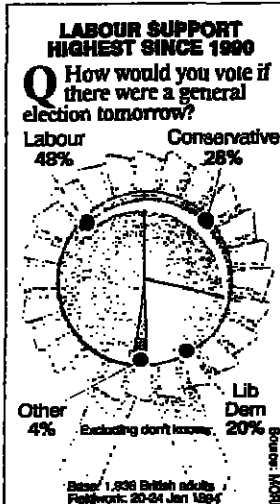
It is striking that the party's ratings have not shifted over the past month, despite the headlines about the personal lives of some Tory ministers and MPs, the row over back to basics and the recent arguments about tax increases. This suggests that Tory support has probably bottomed out and is now down to a hard core. That can be read as either some comfort for the Tories that their position is not deteriorating, or worrying that there is no sign of any pick-up — especially since this is the same level of support that Labour had at its low point during Michael Foot's leadership.

The Labour advance has been most striking among the middle classes, now two-fifths of the electorate. Tory support in the middle classes has fallen steadily since the late 1970s, even though its national share of the vote has declined only slightly.

Even when the Conservatives were in serious trouble in the middle of previous parliaments, the party was still well ahead of Labour among these voters. In the late summer of 1990, when Labour was last at 48 per cent nationally, it trailed the Tories among the middle classes by 32 to 49 per cent.

At the 1992 election, the Tories were ahead of Labour among the middle classes by 54 to 22 per cent. Now, the two parties are level at 37 per cent. Labour remains well ahead of the Tories among working class voters.

This shift in the middle classes is particularly serious



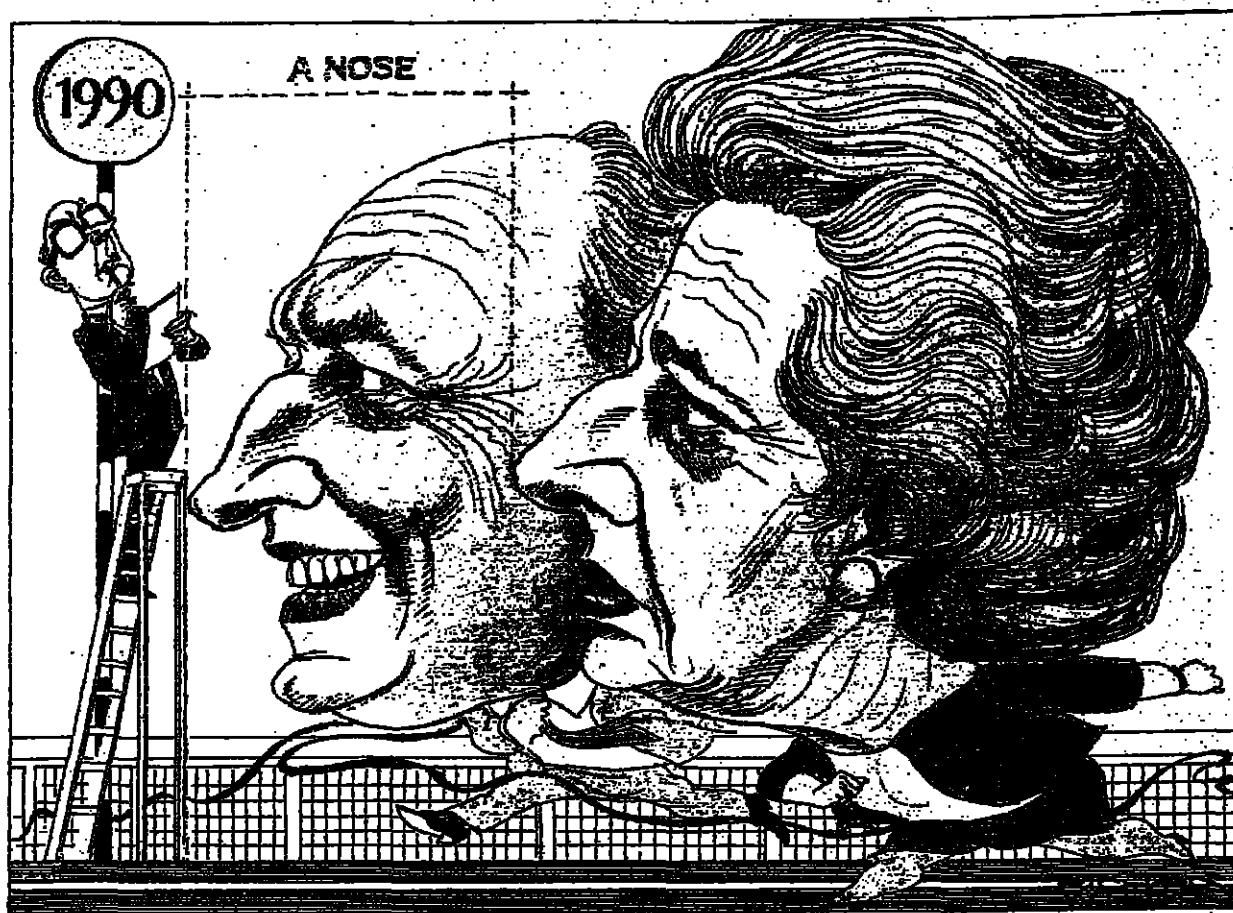
either the Government or John Major. Just 13 per cent are satisfied with the way the Government is running the country, with 80 per cent dissatisfied, the same as last month.

A mere 21 per cent are satisfied with the way Mr Major is doing his job as Prime Minister, with 71 per cent dissatisfied. This is only just above the low points touched last summer. Only just over a half even of the reduced number of Tory supporters are satisfied with Mr Major's performance.

Even though Labour has strengthened its position over the past month, John Smith is still not making much impact with voters as Labour Leader. Exactly the same number are satisfied as dissatisfied with the way he is doing his job as Labour leader, following three months when his rating has been positive. Paddy Ashdown's rating as Leader of the Liberal Democrats remains favourable, though it has slipped steadily since the autumn.

MORI interviewed a representative quota sample of 1,936 adults at 146 constituency sampling points across Britain. Interviews were conducted face-to-face on January 20 to 24. Data were weighted to match the profile of the population. Voting intention figures exclude those who say they would not vote (10 per cent), are undecided (7 per cent) or refuse to name a party (2 per cent).

© MORI/The Times



Labour's opinion poll rating was last at its current levels in October 1990, just before Margaret Thatcher was forced out of Downing Street. This was the month when John Major and Douglas

Hurd persuaded a reluctant Prime Minister to take the pound into the European exchange-rate mechanism, when the Tories lost the previously safe seat of Eastbourne, and when Baroness

Thatcher was isolated at the Rome summit of European heads of government. Her angry response led to the resignation of Geoffrey Howe as leader of the Commons.

## Public doubts strength of recovery

By PETER RIDDELL

THE public remains uncertain about the strength of the recovery, despite the optimism expressed in some recent business surveys.

The latest MORI poll for *The Times* shows that the economic optimism index is negative, in broadly the same range as it has been since last August.

The index measures the proportion of people thinking that the general economic condition of the country will improve rather than get worse over the next 12 months. This

now stands at minus three points, compared with minus six points in December.

Moreover, while the middle classes have a positive view about the economy — by plus 16 points — this has not benefited the Tories in view of Labour's gains among this group of voters.

The public remains worried about unemployment. It is mentioned by 41 per cent as the main issue facing Britain today and by 61 per cent as being among the most important issues, followed by the

National Health Service, referred to by 32 per cent. The economic situation and law and order are mentioned by roughly similar percentages of the public.

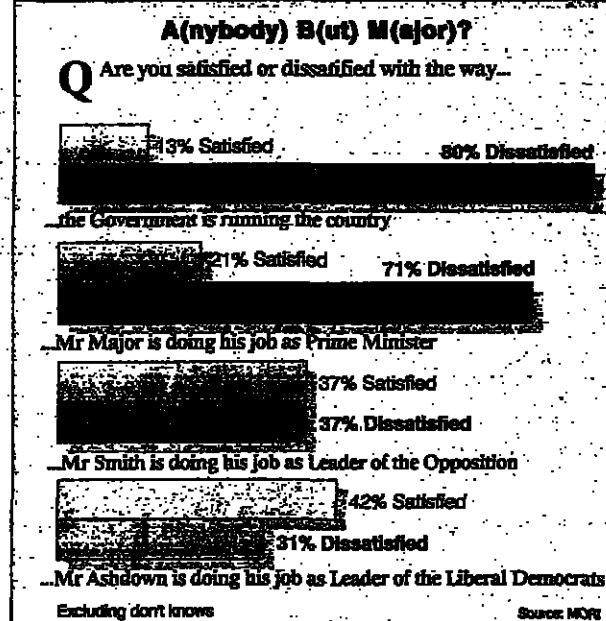
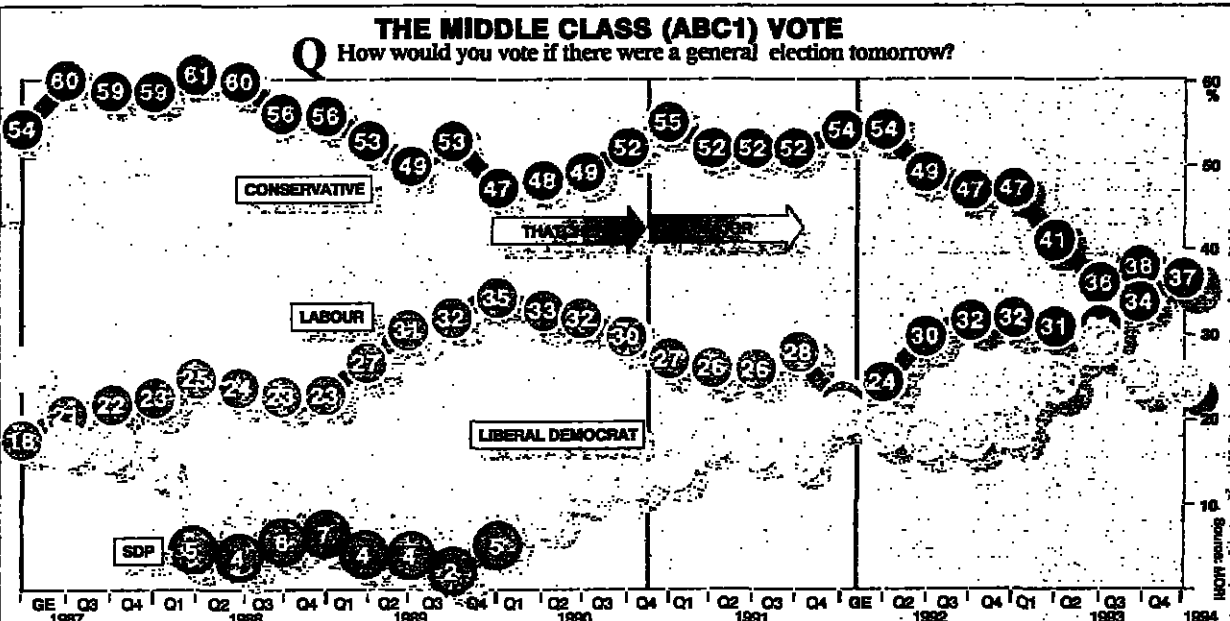
For the first time, taxes are rated among the top ten of the most important issues, though at 6 per cent this is behind a wide range of social matters including education, housing and pensions.

The latest poll was undertaken last weekend just as the row over the Government's tax plans was starting to hit

the headlines and television news bulletins. The impact could be even greater when people begin to be affected by the tax rises coming into effect in April.

Europe now barely causes a ripple, being mentioned by just 5 per cent, while Northern Ireland is regarded as among the most important issues by just 2 per cent, despite all the media focus on the latest peace initiative.

Peter Brookes, page 14  
Retailers' gloom, page 21



## Ministers hit back in Commons skirmishes

By JILL SHERMAN AND NICHOLAS WOOD

THE Government last night retaliated over Labour's guerrilla tactics in the Commons by cancelling an Opposition day debate on the Child Support Agency next week. Labour had been hoping to secure Tory support for a motion criticising aspects of the controversial agency next Wednesday.

However, Tony Newton, Leader of the House, made it clear that Labour's decision this week to debate a series of uncontroversial technical measures on the floor of the Commons had prompted the move to axe next week's debate.

The move was condemned by Margaret Beckett, the deputy Labour Leader, as disgraceful, during angry exchanges about forthcoming business in the House. Donald Dewar, the social security spokesman, said the move had been prompted because the Government wanted to avoid a row over the agency.

Despite the cancellation of the Opposition day debate, there are signs that behind-the-scenes deals are still being done. After much haggling between the two whips' offices, agreement has been reached on the make-up of four key standing committees and prevented serious delay in the passage of important legislation.

Under the deal, the Government will have a majority of two on the Finance Bill, but only one in the committees scrutinising the Coal Bill, the Scottish Local Government Bill and the Incapacity for Work Bill.

## The week in Parliament

House of Commons  
Today: Bank of England (Amendment) Bill, 2nd reading  
Monday: Finance Bill, committee  
Tuesday: Finance Bill, committee  
Wednesday: Research Councils orders  
Thursday: Debate on English revenue support grant reports  
Friday: Energy Conservation Bill, 2nd reading  
Saturday: Protection of Dogs Bill, 2nd reading  
House of Lords  
Monday: Social Security (Contributions) Bill, report  
Tuesday: Statutory Sick Pay Bill, report  
Wednesday: Sale of Goods (Amendment) Bill, 3rd reading  
Thursday: Mental Health (Amendment) Bill, committee  
British Nationality (Hong Kong) Bill, report  
Intelligence Services Bill, report

## Tory leadership camps limber up

By PHILIP WEBSTER AND NICHOLAS WOOD

A CABINET "bastard" told friends this week that the Tory right would be mad to try to bring down John Major this autumn. His firm view was that only one man can replace the Prime Minister at present: Kenneth Clarke. The leading right-wing candidates, Michael Portillo and Michael Howard, would have no chance.

A front-page story in *The Times* this week reported that the Chancellor was under fire from ministerial colleagues and MPs for an unconvincing response to the taxation row. Friends detected the hand of his right-wing enemies. (In fact, the report reflected criticism mainly from the left and centre of the cabinet spectrum.)

Last weekend high-level briefings informed the political world that Mr Portillo had suffered a serious defeat in Cabinet committee, his objections to the ambitious London CrossRail project meagrely overruled. Miffed colleagues saw a plot to spike his guns.

Offerings by senior rightwing colleagues of Mr Portillo to newspapers over the past few days appear to have been toned down at the behest of the Whitehall machine.

Suddenly Westminster is abuzz with reports that Michael Heseltine is in rude health and raring to go, and that he should not be ruled out of any future leadership race.

Four straws in a high wind. But these are heady days for the "friends", the MPs who see their role as championing the cause of those who might one day, perhaps soon, be in the running for the leadership. The general expectation among Tory MPs is that the odds are against a change at the top and that Mr Major will

weather the June European elections. But no one can be certain of that; and, as Margaret Thatcher's fall showed, it is important to be ready when the moment comes.

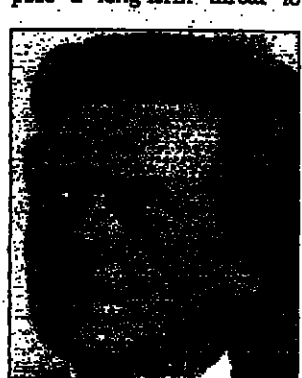
The key figures who might feature in a contest — Mr Clarke, Mr Heseltine, Mr Portillo, Mr Howard and Douglas Hurd, the Foreign Secretary — are discouraging



Portillo: seen as the Leader after next

see him as an election winner; he remains the supreme campaigner, much better known and popular in the country than Mr Clarke.

Right-wingers who distrust Mr Clarke's visionary Europeanism could be persuaded to accept Mr Heseltine's nationalistically inclined support for Europe. At 60 he does not pose a long-term threat to



Heseltine: making a surprise comeback

determine whether he goes, and who succeeds him. Mr Major, the best Chief Whip the Tories ever had, is said to be acutely aware of the threat to his position. He remains confident, however, that he will not be deposed because the party and the country could not forgive a second mid-term assassination.

One senior Tory, not known for rocking the boat, said the mood was akin to that of the spring of 1990 when the poll tax rebellion put the slugs under Margaret Thatcher. MPs are sullen and resentful, perhaps unfairly blaming the weakness of the Leader for the way the media has been allowed to declare open season on their private lives. The air of gloom is compounded by the uproar over taxation, leaving many wondering what weapons they will have left by the next election. As one MP put it: "Humpty Dumpty was put back together again in the summer. I am beginning to wonder if we can do it again."

But others remain doubtful whether the rumblings of discontent will ever reach a crescendo. Unlike 1990, when Mr Heseltine was ready, there is no big beast of the jungle stalking Mr Major. A cabinet founded on strong personal ties would be unwilling to overthrow its leader. In the end his own judgment may prove correct. But the people will have their say on June 9.

## Valentine's Day

Send someone your personal message on February 14th AND win a romantic weekend for 2 in Paris courtesy of P&O European Ferries Holidays

The 4 messages considered most romantic by our judges will win a delightful weekend for 2 in Paris. The prize consists of a return ferry crossing, Dover-Calais for a car and 2 passengers, one nights accommodation, bed & breakfast in one of P&O European Ferries Holidays top hotels. (Normal Times Newspapers rules will apply). The prize must be taken by 30th April 1994 subject to availability.

Write your message in the spaces below (one word per box) minimum 3 lines. Extra lines £5.88 each.


Examples:

Example 1: I am in love with you. I will love you forever.

Minimum 3 lines.  
£17.63 inc VAT

Minimum 3x1  
£65 inc VAT

As a token of your love we have an exclusive arrangement with Hay Hampers, who for an additional £5.75 inc VAT, will send the one you love a 250 gram gift wrapped box of Duod'O Belgian Praline Chocolates as a gift from you with a note to look in *The Times* on Monday February 14th.

Please tick box if you would like to send a gift. ☐

Recipients Name: \_\_\_\_\_ Address: \_\_\_\_\_  
Postcode: \_\_\_\_\_

I enclose cheque/PO for \_\_\_\_\_ made payable to Times Newspapers Ltd.

Please debit my credit card for \_\_\_\_\_ Card No.: \_\_\_\_\_

Expiry date: \_\_\_\_\_ Signature: \_\_\_\_\_

Surname: \_\_\_\_\_ Initial: \_\_\_\_\_

Address: \_\_\_\_\_ Telephone: \_\_\_\_\_

Postcode: \_\_\_\_\_

Send coupon with your remittance to:

Valentine Messages, The Times, PO Box 484, 1 Virginia St, London E1 9BL

or Fax: 071-782 7827. Credit Card Bookings Tel: 071-481 4000.

All messages with gift must be received no later than Wednesday 9th February 1994.

We reserve the right to omit an advertisement at our discretion.

THE TIMES

## FREE YOURSELF FROM MOTORWAY JAMS

Motorway situations beamed live to your in-car screen.  
View detail above you to pre-plan or re-route.  
Inexpensive and cost effective.  
0800 707070

Trafficmaster



Mob attacks force UN to close key aid route as Washington insists on protecting Muslim interests

## Bosnia threatens Ice Age in Euro-US relations

By EVE-ANN PRENTICE, DIPLOMATIC CORRESPONDENT, AND MARTIN FLETCHER IN WASHINGTON

BOSNIA was threatening to plunge European relations with the United States into a new Ice Age yesterday, with Washington accused of effectively encouraging the Muslims to carry on fighting.

Europe is furious that America refuses to put the same pressure on the Muslims that it has on the Serbs and Croats to accept a settlement on dividing the former Yugoslav republic on ethnic lines. Mike McCurry, a US State Department spokesman, countered that forcing a deal on the "aggravated party", the Muslims, required "a very strange moral calculus".

European exasperation with all the warring parties has grown since the latest round of Geneva negotiations ended in deadlock a week ago. The Muslim-led Bosnian government is suspected of dragging its feet at the talks because it believes it can gain more by continuing to fight.

America's refusal to press

the Muslims to accept a deal leaves Douglas Hurd, the Foreign Secretary, with a difficult round of talks in Washington and New York next week. Mr Hurd is to meet Warren Christopher, the US Secretary of State, and Boutros Boutros Ghali, the UN Secretary-General.

Stephen Osmann, the State Department's top European official, said of the Muslims yesterday: "They are the ones who suffered ethnic cleansing. The Muslims were trying to recapture lost territory and now was not a good time to put pressure on them."

America's attitude towards the Muslims also threatens to alienate it from Russia. Moscow quickly declared its support for France, which has led the European moves urging Washington to put pressure on the Muslims. Paris also wants America to accept the possibility of sanctions against Bosnian Croats, further sanc-

tions against Serbs, and the fading possibility that the peacekeeping troops would be withdrawn.

In fact, pressure on UN troops to stay in Bosnia is likely to grow as the war makes aid convoys ever more crucial to suffering civilians. After mob attacks on those convoys, the UN yesterday closed an important aid route through central Bosnia. Kris Janowski, spokesman for the UN High Commissioner for Refugees, said the route between Zenica and Kakanj would stay closed indefinitely.

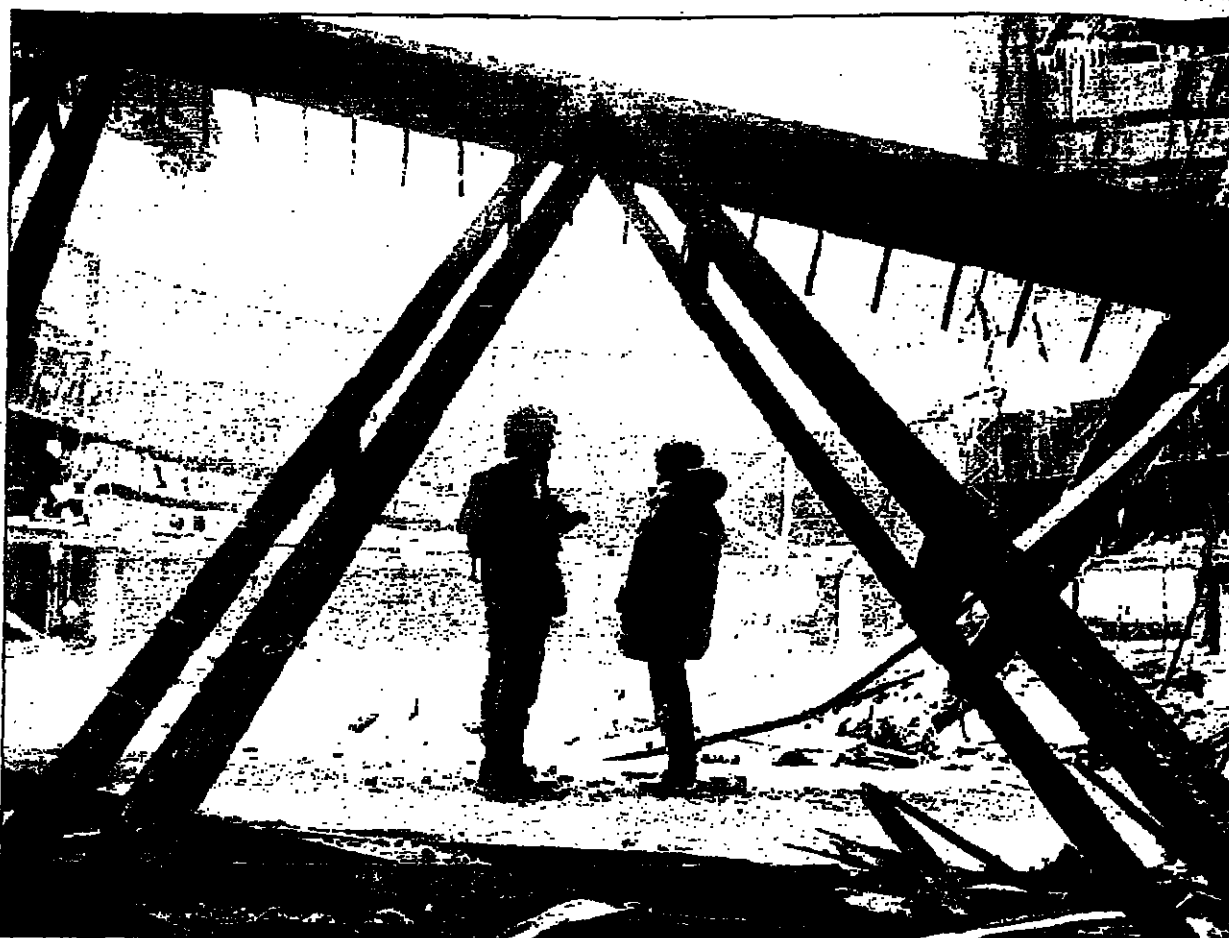
Mr Hurd told the Diplomatic and Commonwealth Writers' Association in London yesterday that the international community must consider how long after next spring it could expect to continue its involvement in former Yugoslavia. "We have to consider carefully... how long we can reasonably be expected to sustain this involvement," he said. No decisions had yet

been taken, but Britain would not act "hastily or alone" to withdraw its troops.

In an interview with *The New York Times*, Alain Juppé, the French Foreign Minister, described Mr Christopher's wait-and-see attitude as "no longer possible for moral and political reasons".

In Washington, however, Mr Osmann said the international community should concentrate on trying to persuade the Serbs and Croats to make a better territorial offer to the Muslims. America was prepared to help police only a settlement that all parties had willingly agreed on, he said.

He acknowledged, however, that none of the parties appeared ready to stop fighting. That being the case, there was no way the West could impose a settlement without committing hundreds of thousands of ground troops, and America was not prepared to do that. There was no "magic solution," he said.



A French UN soldier talking with a Sarajevo woman amid the ruins of the Skenderija sports complex where ice hockey matches were played, and the main press centre was located, during the 1984 Winter Olympics in Sarajevo

# OK,anker, up against the wall."



There is a machine that guns dirt wherever it may hide. The Panasonic MC-E55 wall-to-wall vacuum cleaner, that really does clean wall-to-wall. It carries its own armoury of tools and attachments to deal with anything. It has all the power you need, up to 900 watts. It has its

own searchlight and a unique floating head system that means nothing goes undetected. It has an all round anti-scurf bumper, for perfect protection. It even has an air filter so you can breathe easy. Okay dirt balls, you have been warned! **Panasonic**

MODEL FEATURED MC-E55 PANASONIC CONSUMER ELECTRONICS UK, WILLOUGHBY ROAD, BRACKNELL, BERKS RG12 4FP. (TEL) 0344 853943.

## UN soldiers 'using child prostitutes'

International troops were sent to Mozambique to protect the people. However, aid agencies claim that some soldiers are abusing local children

By SAM KILEY, AFRICA CORRESPONDENT

FOUR international charitable aid agencies have accused United Nations soldiers of sexually exploiting children and of causing a huge increase in prostitution since their deployment in Mozambique last year.

Close on the heels of reports from Amnesty International and Africa Rights giving details of alleged human rights abuses by UN peacekeepers in Somalia, Cambodia and Angola, the allegations of child abuse by UN soldiers are likely to undermine seriously the credibility of the UN's important peacekeeping role in Mozambique.

According to the International Save the Children Alliance, which represents the British, Norwegian, Danish and American branches of the Save the Children Fund, the blue berets, mainly from the large Italian contingent, have been visiting brothels in Chimio in Manica province, and in the port city of Beira.

"Our reports are that girls, children, are serving as prostitutes for the UN soldiers in a number of buildings in both cities. They are also procured by boys who are approached on the streets by UN soldiers," Peter Crowley, the alliance's spokesman said yesterday.

João Albuquerque, press officer for the UN peacekeeping operation in Mozambique, rejected the allegations, first made in a letter to the UN headquarters in Maputo at the end of last year. He said: "The military component of Onumoz (the UN peacekeeping operation in Mozambique) has been investigating the matter since December 29. There is no evidence so far to back up these allegations."

However, written reports from the Norwegian branch of Save the Children, which is based in Chimio and Beira, state exactly where UN soldiers are using children for sex. The reports say that in Chimio blue berets are regularly seen with girls aged 14 and there are two cases of 12-year-old girls working as prostitutes for the UN soldiers in the Café Concord, the Rufaro nightclub and the Miraflores.

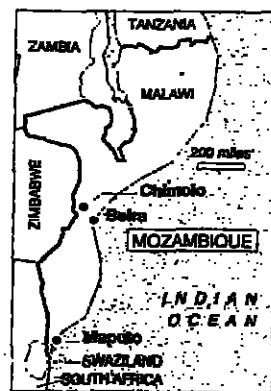
The Miraflores is next to the residence of the Bishop of Chimio, who has complained publicly about soldiers tossing used condoms out of bedroom windows into his garden.

Further proof that UN soldiers are frequenting child-sex dens came from a raid on the Rufaro nightclub where police netted 26 prostitutes, including two who were 14.

In Beira, the alliance paints a similar picture of poverty-stricken girls unable to find work in an economy struggling to find its feet after 17 years of civil war being exploited by UN soldiers sent to protect them and to disarm government and rebel soldiers. "The sex industry for UN soldiers is obvious, blatant, and clear," a senior alliance member said.

"We would like to stress that, even if a minor agrees to have sexual relations, this does not negate the fact that an act of sexual exploitation has taken place. In addition, in countries where HIV is spreading rapidly, children run the risk of being infected through premature and casual sexual relations," the alliance said in a letter to Aldo Ajello, who is head of the UN peacekeeping operation.

About 6,000 UN soldiers are in Mozambique to ensure that a peace pact signed in 1992 by the government and Renamo (Mozambique National Resistance Movement) guerrillas holds and to supervise elections and disarm the two factions. According to the



latest edition of the *International Children's Rights Monitor*, the problem of UN soldiers using children for their sexual gratification is not confined to Mozambique.

During the UN's operation in Cambodia, which ended last year, the presence of 20,000 blue berets and administrators resulted in a vast increase in the country's sex trade. The UN admits that 3,000 soldiers contracted sexually transmitted diseases between July 1992 and May 1993 in Cambodia.

The Cambodian government estimated that there were 6,000 prostitutes working in 1991. A year later there were as many as 20,000.

Under pressure from Save the Children, the United Nations has agreed to start an enquiry into child abuse by its peacekeeping soldiers in Mozambique and will begin its investigations on Monday.



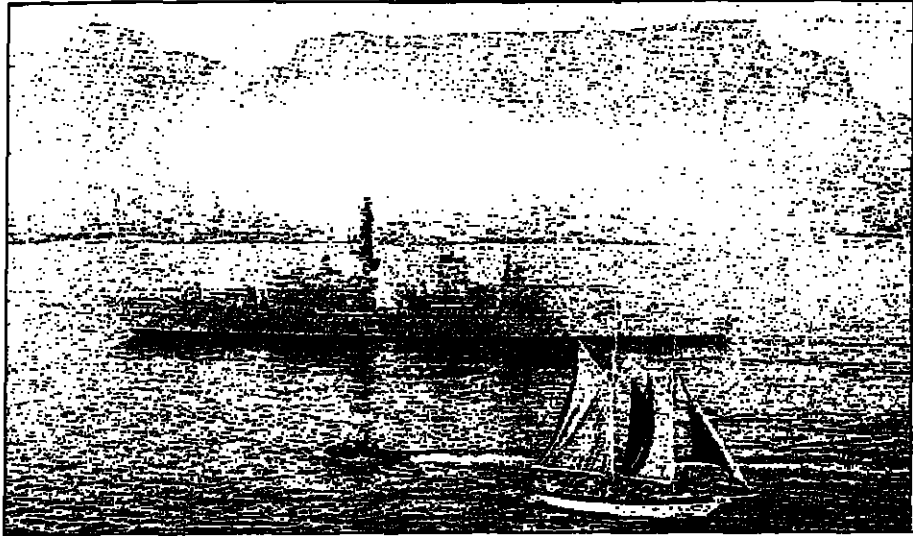
# White angel leads way for Transvaal's divided races

FROM MICHAEL HAMILYN  
IN DELMAS  
EASTERN TRANSVAAL

WHITE rightwingers are preparing this weekend to lay the foundations of a separate homeland, or *volkstaat*, in spite of their drawn-out negotiations with the government and the African National Congress on South Africa's new constitution.

There are increasing fears that the refusal of the white right to take part in April's multi-racial election, and its determination to establish a separate homeland, will lead to violence. Certainly the message of extremists in this mining and agricultural town 45 miles east of Johannesburg is harsh and uncompromising. "Before a black puts a foot in our council chamber, we'll bulldoze the civic centre, wipe out our businesses and burn down our homes," said Barry Mare, a prominent member of the Afrikaner Resistance Movement (AWB), adding: "The blacks can have the ashes."

The voice of the responsible right is less strident. David Swanepoel, 46, who chairs the council's management committee, makes it clear that he does not approve of a black takeover of his town, but



admits: "I'm not going to fight a tank with a .22 [rifle]."

Delmás is in many ways typical of hundreds of towns, large and small, across South Africa. The white population, some 8,000 mainly Afrikaans-speakers, lead a comfortable, middle-class existence with modern, well-equipped bungalows spread out over 1,500 acres of fertile and well-watered highveld. The blacks are huddled in a township less than a mile from the town centre — 65,000 of them crammed onto 170 acres.

The whites fear that, under

a one-person-one-vote system of local government, they will be overwhelmed and their comfort and safety sacrificed to give equal privilege to the township dwellers. They fear, too, that lack of education, lack of opportunity and lack of experience among blacks elected to rule will mean that the spectacular economic success of Delmas in the past few years, despite recession elsewhere, will be thrown away by mismanagement.

"We have no objection to reforming local government," says Mr Swanepoel, a lawyer

and Conservative Party stalwart. "It is ripe for reform, but we want to rule ourselves."

He is pinning his faith to the ability of Ferdi Hartzenberg, the national leader of the Conservative Party, and General Constand Viljoen, leader of the Afrikaner Volksfront right-wing coalition, to prevent the imposition of majority rule at local level. As agreed in multi-party negotiations so far, the town and the township will indeed be governed separately, but with a multi-racial co-ordinating

## Royal Navy greets 'old chums' after 20 years adrift

HMS *Norfolk*, left, moments after she fired a 21-gun salute to announce her arrival in Cape Town's Table Bay, as two Royal Navy ships paid the first visit by British naval vessels to a South African port in 20 years. Flocks of seagulls took to the air in a panic as HMS *Norfolk*, a Type 23 frigate, and RFA *Grey Rover*, a fleet supply vessel, entered the harbour (Michael Hamlyn writes).

Captain James Perowne, commanding the *Norfolk*, said the purpose of the visit was to re-establish links with the South African navy. "This visit has nothing to do with arms sales, there are no hidden defence contractors on board. This is a goodwill visit."

Relations between the two navies were broken off in the 1970s following a United Nations embargo on defence links.

Captain Perowne said that the reunion was akin to two old school chums meeting after not seeing each other for two decades.

There are no plans for joint manoeuvres on this visit, but the *Norfolk* will return round the Cape of Good Hope to visit Simon's Town on the other side of the Cape peninsula on Monday. Simon's Town, long a favourite port of call for British tars, is the South African navy's principal base. The feelings of affection were warmly reciprocated by South Africans, and balconies of flats overlooking the waterfront were packed with sightseers as the two ships sailed in.

The *Norfolk* has 16 women crew members. "I cannot see why we went for a thousand years without them," Captain Perowne said.

The fact that there is still far to go was illustrated in the past few months by a disastrous epidemic of typhoid in the township. The exact cause of the outbreak is still to be established by a medical investigation, but it appears to have started in the white town and spread quickly to the densely populated Boteng.

Three thousand cases of gastric upset were reported and there were 11 deaths. A field hospital was established in a deserted factory warehouse and manned by the army medical corps. In the white town the outbreak was quickly contained and there were no deaths.

The extreme right is represented in the town by only 40 or 50 AWB men, who think like Mr Mare. Most of the whites would sympathise with Mr Swanepoel and his Conservative majority on the council. Later this month he is taking council members and leaders of the black community to a *hosbraad* (push council) to discuss what the future holds for both population groups.

Delmás claims to be the fastest growing community in the country and neither side wants to jeopardise that. "In the end, Mr Swanepoel is a realist," said an official.

## Rewards of Clinton's Europe trip turn to dust

From Bosnia to Belorussia, the President's new year mission was hailed as a triumph, but he reaped few benefits. Deals with Ukraine and Syria are looking shaky

FROM MARTIN FLETCHER IN WASHINGTON

IT IS less than two weeks since President Clinton returned from what the White House proclaimed a successful trip to Europe, but many of his headline-grabbing achievements have begun to unravel. Air Force One had barely left Moscow before President Yeltsin's pledge of intensified economic reform proved hollow. First Yegor Gaidar, the Deputy Prime Minister, then Boris Fyodorov, the equally reformist Finance Minister, resigned, leaving a Cabinet of Soviet-reared hardliners dedicated to economic policies anathema to those preached by Mr Clinton.

Mr Yeltsin promised Mr Clinton that Russian neo-imperialism no longer existed, but the American President was scarcely back in Washington before Andrei Kozirev, the supposedly pro-Western Foreign Minister, was reported as saying that Russian troops should not be withdrawn "from those regions that have been the sphere of Russian interests for centuries". He claimed he was misquoted.

The uneasy truce over Bosnia that Clinton forged with Nato's European allies is close to collapse. The French, having pushed at the summit for air strikes to support UN forces, abruptly switched to a diplomatic strategy of imposing a European peace plan on the warring factions.

Mr Clinton went to Minsk to reward Belorussia for getting rid of its nuclear arsenal and boost Stanislav Shushkevich, the relatively liberal leader of the Belorussian parliament who was battling old-style Communists elected during the Soviet era. On Wednesday, those hardliners deposed Mr Shushkevich.

Even implementation of the agreement to dismantle Ukraine's huge nuclear arsenal that Mr Clinton signed with Mr Yeltsin and

President Kravchuk of Ukraine looks increasingly uncertain.

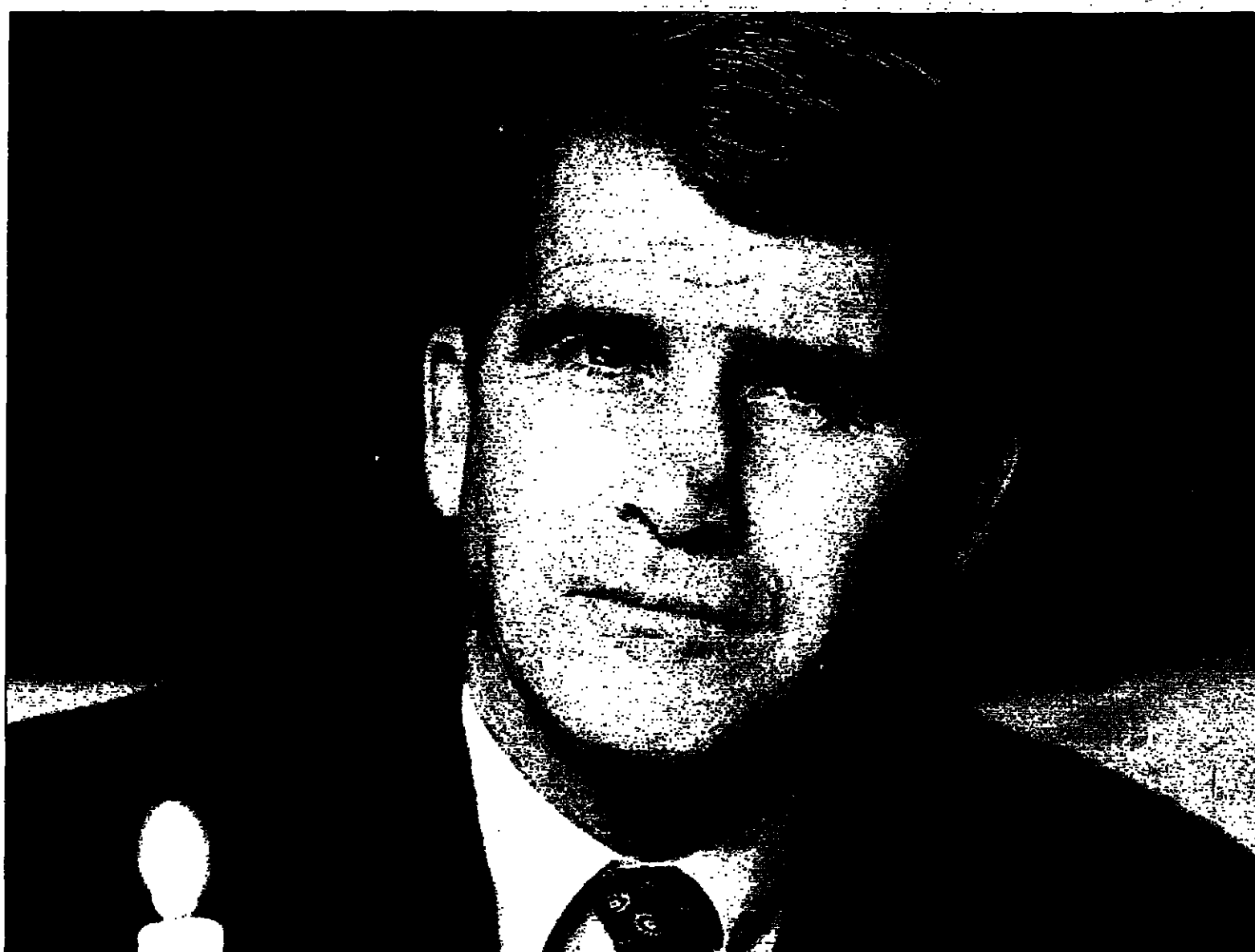
It remains unclear whether Ukraine's nationalist government will accept the agreement. A new US intelligence analysis leaked to *The Washington Post* this week also predicts Ukraine's bloody ethnic partition if its economic collapse continues and a fresh fight for possession of the 1,800 nuclear warheads. *The Wall Street Journal* yesterday reported that Mr Clinton has decided to double American aid to Ukraine.

Other achievements of Mr Clinton's trip are intact — so far. He certainly did much to reassure a jittery West Europe of his continued commitment to another appointment-related tour of Europe, with more trips this year. Led by Romania and Lithuania, former Warsaw Pact states are starting to sign up for *Partnership for Peace*.

In Geneva, Mr Clinton also extracted from President Assad of Syria an oblique offer of normal relations with Israel in return for an Israeli withdrawal from the Golan Heights. American officials hailed this as a breakthrough, but the Israeli government has yet to be convinced.

On the domestic front, Mr Clinton last night suffered yet another appointment-related embarrassment: Philip Heymann, the Deputy Attorney General, resigned, citing differences with Janet Reno in "operating and management styles". His decision again throws the spotlight on the difficulties the President has experienced in filling top Administration jobs.

□ Vietnam move: The Senate voted 62 to 38 in favour of recommending lifting of trade sanctions on Vietnam as part of a process of normalisation of relations. The move is not binding on the President but has a symbolic significance.



Colonel North is certain to win the Republican nomination after declaring his candidacy for the Senate despite being denounced as a felon

## Iran-Contra mastermind applies to Senate 'club'

FROM MARTIN FLETCHER IN WASHINGTON

OLIVER North, the hero or villain in the Iran-Contra scandal depending on one's point of view, yesterday set the scene for the year's most colourful election by declaring his candidacy in Virginia for the Senate, the very institution with whom he waged the nationally televised battle in 1987 that made his name.

Colonel North looks certain to win the Republican nomination this June, meaning that he will confront Charles Robb, the Democratic incumbent and Lyndon Johnson's son-in-law, in a conflict likely to be won by the one whose past proves the least liability.

Colonel North was convicted on three counts arising from the covert scheme to sell arms to Iran in return for the release of US hostages in Lebanon and the illegal diversion of the proceeds to the

Nicaraguan Contras, and many blame him for the abduction of Terry Waite, the Archbishop of Canterbury's special envoy. However, the convictions were later overturned on a legal technicality and he insisted yesterday that he was ashamed of nothing. Mr Robb's first term has been most notable for a sexual scandal involving a former beauty queen, and a feud with Douglas Wilder, Virginia's Democratic Governor, whose car telephone was bugged by Mr Robb's aides.

The fun began even before Colonel North's declaration yesterday when John Warner, Virginia's other senator, denounced his fellow Republican, Mr Warner said a convicted felon had never before sat in the US Senate and demanded to know "what kind of signal that sends to

younger generations". Colonel North labelled that a typical Washington insider's attack on an outsider trying to break into the Senate's exclusive country club.

Colonel North was the lowly National Security Council aide in President Reagan's White House who masterminded the Iran-Contra scandal. He shot to fame during Congressional hearings when he stood in his uniform, chest ablaze with medals, insisting he had acted purely from patriotism.

He became the darling of America's conservatives. But to many he remains a shameless villain, and only this month the final report of Lawrence Walsh, the Iran-Contra special prosecutor, painted a damning picture of him as someone who repeatedly lied and broke the law.

## Sikh minister given clean-up penance

FROM CHRISTOPHER THOMAS IN DELHI

A SIKH religious court has ordered a former Indian Cabinet minister to scrub floors, wash utensils and clean shoes for 56 days. Throughout that time he must wear a sign around his neck declaring: "I am a sinner." He has also been banned from dyeing his beard.

Buta Singh's crime was his failure to resign from the Cabinet in 1984, when the Indian government ordered the army to storm the Golden Temple, the Sikhs' holiest shrine, in the Punjab city of Amritsar. It had been occupied by armed militants fighting for a Sikh homeland, Khalistan.

He was Home Minister in the government headed by Indira Gandhi, who was assassinated later the same year by her Sikh bodyguards. More than 2,000 people died

in Delhi in anti-Sikh rioting that followed her killing.

There is bitter resentment among Sikhs that no concerted effort to bring the guilty to book. Some of those said to have led the rioting are still prominent MPs.

The Golden Temple, which was extensively damaged, has still not been fully repaired. Mr Singh, who remains a prominent member of the Congress Party, refused to apologise for its desecration and was excommunicated in September 1984. He recently sought readmission to the faith and appeared before five Sikh priests to "receive his punishment".

Sikhism was founded in the 15th century as a protest movement against aspects of Hinduism, including the caste system and image worship.

## Hosokawa trapped by reform deadlock

Tokyo: Negotiators from the two houses of parliament abandoned efforts late yesterday to compromise on a key package of anti-corruption reforms, throwing Japanese politics into deeper turmoil.

Mochiro Hosokawa, the Prime Minister, has staked his administration on passage of the reforms, and said he was ready to resign if they fail. "If I cannot deliver on my promise of political reform, I will not insist on the post of Prime Minister," he said.

With a deadline of tomorrow, the end of the parliamentary session, the joint House committee was unable to agree on how lawmakers should be elected and whether they should be able to receive corporate donations. Yuichi Ichikawa, the chairman, said:

In a final effort, Mr Hosokawa has called on Yoshi Kono, head of the opposition Liberal Democratic Party, which opposes the package, to meet him to try to break the deadlock (AP).

## Zealots fail

Cairo: A court rejected an attempt by Muslim fundamentalists to have a university professor's marriage annulled because his writings were thought to be disrespectful to Islam and, as an apostate, he could not remain married to a Muslim. (AFP)

## Somalis killed

Mogadishu: Thirteen Somalis were killed and an unknown number injured overnight in battles between rival sub-clans in the town of Gohar, 60 miles north of here. Major Chris Budge, a United Nations official, had no idea of the cause. (Reuters)

## Mugabe invited

Harare: President Mugabe of Zimbabwe has been invited to pay his first state visit to Britain in May. Baroness Chalker of Wallasey, the Overseas Development Minister, said after talks with Mr Mugabe here before leaving for a visit to Malawi. (AFP)

## Visitor boom

Hong Kong: More than 1.7 million Chinese visited Hong Kong last year, reflecting the growth in contacts between China and the colony. The increase was attributed to border relaxations and fewer restrictions on taking currency out of China. (AP)

## Diplomatic sale

Seoul: South Korea is to sell some ambassadors' residences in Europe after auditors criticised extravagant living by diplomats. The residence in Bonn, bought in 1984 for £1.6 million, is to be put on the market this year at £2 million. (Reuters)

## Flying high

Singapore: Singapore Airlines dismissed a pilot and stewardess after they were found in a locked aircraft lavatory. They were travelling as passengers and had been drinking. The women had to be taken off the plane in a wheelchair. (Reuters)

## US skater faces arrest after ex-husband's plea bargain

FROM BEN MACINTYRE  
IN NEW YORK

Tonya Harding, the American figure skater, faces imminent arrest in connection with the attack on rival skater Nancy Kerrigan after her former husband agreed to testify against her, according to news reports.

"The walls are really closing in," an FBI source said, while according to another Jeff Gilluly, who has already been charged in the conspiracy to assault Kerrigan, was "trying to cut a deal" with prosecutors. "He would give up his wife," an unnamed source said.

Mr Gilluly spent six hours talking to investigators on Wednesday during which

he reportedly agreed to implicate Harding in exchange for a reduced sentence of 18 months instead of three years. Harding has denied involvement in the plot. Four men, including Mr Gilluly and Shawn Eckhart, Harding's bodyguard, have been charged.

Kerrigan was clubbed on the knee three weeks ago as she trained in Detroit for the national figure skating championships. She has since recovered and is scheduled to compete, along with Harding, in next month's Winter Olympics in Lillehammer, Norway.

Harding and Mr Gilluly were divorced last summer, but later reconciled. Harding, 24, announced she was separating from Mr Gilluly after he was arrested and

charged. According to a friend of the figure skater, Harding is "shocked and very hurt" that Mr Gilluly is prepared to implicate her. If she is charged, Harding is expected to argue that she became involved in the conspiracy out of fear of her violent former husband and his shady associates. NBC television reported.

Olympic officials have until next week to submit the names of the Olympic team, and the organisers have left little doubt that, if Harding is charged, her chances of retaining her place on the team are virtually nil.

Hundreds of diehard supporters have turned out to applaud Harding as she goes through her training schedule at a Fort

land ice rink while investigators ponder whether to arrest her. Amid the swirling allegations Harding has little hope of picking up the lucrative advertising contracts offered to Kerrigan, but she may yet profit from the affair.

Harding's lawyer says the skater, who won the national championships in Kerrigan's absence, has been deluged with offers from film and book agents. At least four instant books detailing the most bizarre tale in skating history are in production — *Dreams of Gold: Nancy Kerrigan: Heart of a Champion*; *The Kerrigan Courage*; and *Thin Ice: The Complete Uncensored Story of Tonya Harding, America's Bad Girl of Ice Skating*.



Tonya Harding has been offered lucrative film and book contracts

Minsk has  
look to Ru  
reformer is

Yeltsin honour  
of Leningrad

Oil work  
Panic in Alger

DOWN TO  
£149.99



# Minsk hardliners look to Russia as reformer is ousted

FROM ANNE McELVOY  
IN MOSCOW

THE removal by the Communist-dominated parliament in Belorussia of Stanislav Shushkevich, the republic's liberal leader, threatens reform in the former Soviet republic and heralds a return to economic and foreign policy dependency on Russia.

Mr Shushkevich was overwhelmingly defeated in a no-confidence motion after which hardline deputies demanded the immediate opening of negotiations to replace him. The favourite for the post is Valeri Tikhina, a lawyer and leader of the Communist Party, who has criticised attempts to lead the republic to market reforms.

Gennadi Kozlov, leader of the conservative Belorussian faction, spoke of the removal of Mr Shushkevich, a strong proponent of independence, as presaging a campaign to create a confederation with Russia.

Mr Shushkevich, whose largely unimplemented reform programme was supported earlier this month by President Clinton on his visit to Minsk, was defeated in a vote which, while nominally brought by opponents accusing him of involvement in corruption, was the climax of a two-year tug of war with the Soviet-era parliament. It had opposed his plans to strengthen Belorussian sovereignty and pursue a neutral foreign policy unaligned to Moscow and refused to approve basic privatisation laws.

**The independent Belorussian President took on his Communist Prime Minister and lost. Parliament may move next towards a monetary and defence deal with Moscow**

The former physicist, mocked by his opponents for frequently speaking the self-declared national language rather than the dominant Russian tongue, fathered the republic's independence when he hosted the meeting in December 1991 with Russia and Ukraine to announce the end of the Soviet Union. After his defeat, Mr Shushkevich issued a warning that Belorussia, faced a stark choice between long-overdue restructuring of a moribund economy and hyperinflation like that suffered by neighbouring Ukraine.

"We live in a poor and polarised society with many extremes," he told a jeering assembly. "Communists are in the majority and they are still not aware that the economy is the very basis of what we do and not ideology."

During the past few months Mr Shushkevich has battled almost single-handedly against Vyacheslav Kebich, his conservative Prime Minister, and an increasingly hostile legislature. Mr Kebich said last night that the result of the vote would "undoubtedly affect economic policies", despite the fact that the government under his leadership had already resisted key changes. The fatal blow to Mr

Shushkevich's leadership was the decision of the country's nationalists to withdraw their backing from him after he gave in to pressure from conservatives who want to maintain links with Moscow and lead the republic into a Russian-dominated defence agreement.

Earlier this week he lost his two main allies to the government, Vladimir Yegorov, the Interior Minister, and Eduard Shirkovsky, head of the security service, after parliament had dismissed them for extraditing two Communists to Lithuania to face trial for allegedly supporting the Soviet suppression of the Vilnius independence movement in 1991.

While the developments in Minsk are not a direct consequence of the changes in the Russian government, set to embark on a more conservative course, they reflect the new confidence felt by proponents of slower change. Viktor Chernomyrdin, the Russian Prime Minister, is due in Minsk next week to continue negotiations on monetary union between Russia and Belorussia, a step against which Mr Shushkevich counselled in vain: only to be defeated by his Prime Minister and parliament.

## Yeltsin honours memory of Leningrad blockade



Communists carrying flags past the St Petersburg cemetery where victims of the Nazi siege are buried.

St Petersburg: President Yeltsin arrived here yesterday for celebrations marking the 50th anniversary of the lifting of the Nazi blockade of the city, then known as Leningrad, during the Second World War. More than 1.5 million people died during the 900-day siege.

The trip gave the President a break from Russia's political turmoil, in which reformist ministers have left the Cabinet of Viktor Chernomyrdin, the centrist Prime Minister. However, Mr Yeltsin had to restrict his visit to one day to tackle the crisis. "Tomorrow is a very complicated day. Unfortunately I cannot spend the time here," he said.

Mr Chernomyrdin, accused by domestic opponents of attempting to block political change, was quoted last night in Rome, where he is on a two-day visit, as vowing to keep to a reformist course. (Reuters)

## Sexual harassment at heart of Italian high fashion

# Jungle law reigns on catwalk

FROM PHILIP WILLIAN  
IN ROME

Jean-Marie von Giebelhausen undressed as Eve in Rome this week. Gattinoni, the designer, said her nudity symbolised a new beginning for high fashion.

POSING as Eve in the Garden of Eden and wearing only her long gold tresses and an inviting red apple, Jean-Marie von Giebelhausen, a German model, paraded up and down a Rome catwalk this week; it seems, however, that it is male models who, as often as not, have been leading people into temptation and being sexually harassed.

"The market is a jungle," said Ruben Massari, vice-president of Sami, a new trade union set up to protect the interests of models of both sexes working in Italy. "It's no secret that there is a high percentage of people working in the fashion business who are attracted by people of their own sex. So it's not surprising that men, too, should be subjected to sexual harassment."

Signor Massari added that it was commonplace for women aspiring to become models to be asked for sexual favours in return for help with their careers. Many were loath to denounce such instances for fear of losing jobs. "For most men there is no problem, but there are some who are more vulnerable from this point of view."

He said many young men left school early with the dream of achieving success as models and gravitated into a louché milieu on the fringes of the fashion industry. "We want to fight those who are taking advantage of people who find themselves in a weak position. There are such a lot of people operating on the fringes of the business; we want to clean things up and to put people on their guard against the exploiters."

Calvin French, owner of Ugly People, a Milan-based all-male modelling agency, said: "The phenomenon has always existed; as long as you have all these glamorous people around it's bound to happen, just as it does in the movie business."

Industry observers say men may sometimes be more vulnerable than women because they generally earn less and cannot hope to achieve the status enjoyed by top female models. "A model's behaviour conditions how others think of him," Jonis Muheddin, a model, said. "If you remain strong and act professionally, nobody is going to mess with you. If you are desperate, that is going to show and people will take advantage of you."

For all its gloss, the world of high fashion seems closer to the jungle than to Eden. "Sexual harassment comes from the models themselves," Mr French said. "I know a lot of female models that have to fight off the male models and it happens in the opposite direction as well."

## NEWS IN BRIEF

### Pasqua praises rescue squads

Paris: Workers slowly removed hundreds of tons of rubble from the ruin of the Casino supermarket in Nice last night as the authorities sought to establish the cause of the roof collapse that killed at least two and injured 96 others. (Charles Bremner writes).

More than a day after the accident, the authorities said there was no hope for the two or three people they believed were still under the concrete slab that crashed onto the floor as about 130 people were shopping. Seven people remained critically injured. On a visit to the site, Charles Pasqua, the Interior Minister, praised the speedy work of the rescue teams.

The shares of the Casino company, which has 6,000 stores and is France's third biggest supermarket chain, dipped on the Paris exchange. The Nice prosecutor opened an investigation on charges of unintentional injury and homicide.

### Craxi trial date

Milan: A judge has ruled that Bettino Craxi, the former Italian Prime Minister, must stand trial on corruption charges on March 29. Signor Craxi and nine others are accused of taking about \$6.7 million in kickbacks for insurance contracts. (Reuters)

### Brother freed

Bucharest: A military court here has ordered the release on health grounds of Nicolae Andruța Ceausescu, 69, brother of the executed dictator. He was the last member of the clan remaining in jail as a result of the 1989 anti-Communist revolution. (Reuters)

### Traitor jailed

Berlin: Karl Gebauer, 62, a former IBM security officer, was jailed for 12 years after he was found guilty of passing computer secrets to the East German Stasi. The details could have led to the destruction of the Nato fleet in the event of war. (Reuters)

### Strike fiesta

Madrid: A 24-hour general strike called by the unions against the policies of the ruling Socialists paralysed parts of the country. Most big factories were closed. Buses and trains ran empty. Spaniards treated the day as a fiesta.

### Russian first

Cape Canaveral: A Russian astronaut is to fly on a Nasa shuttle for the first time in February, officials said. Sergei Krikalev will join five Americans for the historic eight-day flight on Discovery in Nasa's 60th shuttle mission. (AFP)

## Oil workers fear they are next on Muslim militants' hit list of foreigners

# Panic in Algeria allows SAS veterans to cash in

FROM JOHN PHILLIPS  
IN ALGERIA

BUSINESS is booming for former SAS security men in Algeria as foreign companies try to reassure terrified employees that they need not be the next expatriates murdered by Islamic fundamentalists.

There are bound to be more foreigners killed. You are a prime target," one cheery former commando advising a large British company told a reporter at the beautiful but heavily guarded St George's Hotel, where scores of well-paid foreign businessmen have taken refuge after the murder of about 40 expatriates over the past three months.

He added: "If you've got blue eyes and fair skin, you are obvious to terrorists who want to make a kill. I wear dark glasses to cover my eyes. You just have to be mega-careful. Only go out when you really have to." After breakfast with this considerate but convincing man, I shelved for the time being plans to join a bold Dutch colleague on a tour of the teeming fundamentalist

**British expatriates may gain some comfort from the advice of former SAS men, but little can be done to stem the Islamic violence undermining a corrupt regime**

district of Bab El Oued. In the tranquil bar of the St George's, I meet instead a burly Scots technician shaking visibly as he started consuming his third bottle of fierce Algerian rose wine. Stealing himself for three months' arduous duty in the desert at a remote gas plant under dubious Algerian military guard, the 32-year-old from Aberdeen said: "I am a bit tense normally. What bothers me now is that I will be working with 3,000 Algerians and it only takes one of them to be a terrorist for me to be killed."

Like other apparently paranoid foreigners here, the puffed Scotsman claims he was placed under no pressure by his American company to return to Algeria after his Christmas holiday. "The money's not bad, though I am highly qualified," he added. "I

don't stay for the tax-free pay but because I am a Scotsman. Maybe it's not worth it. But I don't see why I should give in to terrorist blackmail."

The Islamic Salvation Front (FIS) issued a deadline of November 30 for all foreigners to leave this highly unstable Mediterranean nation or face "execution". However, about 350 Britons remain in Algeria as well as 400 Italians, up to 18,000 French citizens and also several hundred Americans, diplomats say.

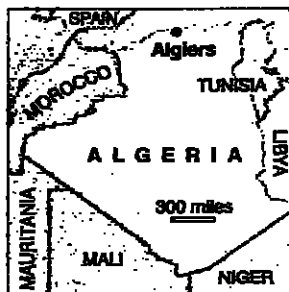
The abject failure of a National Reconciliation Conference held this week in Algiers was a considerable blow to morale for the expatriates. Malcolm Vincent, a British technician, was killed last month when he strayed out of his foreigners' compound to buy petrol.

"People say he was killed by

car thieves because he refused to give up his car," the former SAS man said, "but you've got to treat all killings of foreigners as the work of fanatical terrorists and take all possible precautions."

Attacks on expatriates so far have been concentrated in the capital and other cities and towns along the coast or in the mountains near the central city of Constantine. Thousands of fundamentalist guerrillas, many of them veterans of the Afghanistan war where they fought as volunteers, took to the maquis after the authorities cancelled the country's democratic elections two years ago and outlawed the FIS.

The authorities fear that the Iranian-inspired fundamentalists are about to switch tactics and attack strategically vital oil installations in the country's undeclared civil war that has claimed more than 3,000 lives. "The Algerian military are deploying in the south," said the former SAS expert who returned from an extensive three-week tour of oil installations in the desert. "The terrorists have not hit the



oilfields yet," he said, "but they are likely to try."

In the first apparently successful fundamentalist attack on the Algerian oil and gas installations, an Algerian army colonel was shot and killed in the desert this week.

Diplomats and journalists here are divided over whether the collapse of law and order in this tormented, beautiful country will take days, months or years. The issue is most worrying for French diplomats with their thousands of French citizens living here, many of them married to Algerians. "It won't be a question of days or weeks," one Western diplomat confided, "rather of months or

perhaps years. Luckily we do not have many interests of primary interest here."

In the first apparently successful fundamentalist attack on the sensitive oil and gas installations this week, an Algerian army colonel was shot and killed in the desert.

Western military sources said. Former British Army men caution that fundamentalist killers frequently disguise themselves as uniformed police officers. "Don't stop if you see an unfamiliar roadblock late at night," a former SAS commando recommended. "Stay away from army cars, be aware of your surroundings, run the bastards down on zebra crossings. If a half-legged man runs into the road and signals for help, don't stop."

As Western ambassadors plan evacuation of their citizens, observers wonder if the month of Ramadan, which starts on February 11, will bring respite from the fear of expatriate life in Algiers, or merely more of the headaches that are part of propping up a corrupt regime that is living on borrowed money and time.

## German parents face 'slap ban'

FROM ROGER BOYES IN BONN

GERMAN parents could soon be fined or even jailed for physically punishing their children, according to draft regulations to be presented to parliament. Justice Ministry officials said the law was a response to the growing violence in the family home and an attempt to curb parents not only from physical punishment but also to stop them publicly mocking or humiliating their offspring.

According to draft guidelines leaked to the German press, parents will be punished if they slap their child in the face but not for a smack on the bottom. Persistently criticising the child in front of friends or imposing permanent bans on watching television will also be considered "psychological abuse", and could therefore be the subject of criminal investigation.

Smacking children to alert them to "potential danger to body or limb" — such as crossing the road at the wrong time — will be permitted. So far the law has only stipulated that "humiliating methods of

educating a child are not acceptable."

Cases of parental brutality that have come to light over the past 18 months has prompted a more explicit legal provision. In one case a mother soaked her five-week-old baby in iced water every day to strengthen its body. The baby died. A father was arrested but later released after systematically breaking the fingers of his six-year-old son's hand to teach him to write with the right rather than the left hand.

Up to 300,000 children are sexually abused every year and 20,000 to 30,000 are taken to hospital after being beaten by members of the family. But only 1,500 of these cases are ever reported to the police, and last year only 300 people were sentenced in court.

The Children Protection League in Hamburg carried out an experiment, playing a tape recording of a screaming child and a shouting father through an open window. 989 people passed by, but only four phoned the police and three rang the doorbell.

**DOWN TO**  
**£149.99**  
including  
£100  
cashback

Previous price in-store £249.99 now £149.99



Pick up your new BT CMH-200 for just £149.99 (including £100 CASHBACK\*) at any of the approved stockists listed below, when you connect to Cellnet on a Call Connections tariff.

\*You will receive a CASHBACK Cheque from when you buy your phone. Complete and return it immediately and you will receive a £100 CASHBACK after 30 days commencing connection. Full offer details in stores.

AVAILABLE NOW FROM

• Alders • Co-op • Curry Superstores • Dixons • Eastern Electricity  
• East Midlands Electricity • Homepower • House of Fraser • Mamas  
• Midlands Electricity • Northern Electric • Norman • Ramblers  
• Seaboard • Scottish Power • Selected Sony Centres • Shop Electric  
• Southern Electric • Timpco • Yorkshire Electricity

**YOUR FREE GUIDE TO MOBILE PHONES**

For more details of this superb offer and to request your FREE copy of our exclusive Guide, Call Connections

**FREE ON 0800 858 500**

Call Connections Limited is a member of the Cellnet group of companies.





## History and the last taboo

A radio programme pays tribute to the value of urine down the ages

You would think, after the explicit excesses of the anti-Aids campaigns, that no bodily fluid still had power to alarm the broadcasting establishment. Now that everything from wonky womb to things-with-wings are smilingly discussed in mixed company on morning television, you would think the last physical taboos were gone. Not so. It has taken 18 months from the moment of its completion for Radio 4 to find a time at which it dares to transmit a passionate personal investigation, by reporter Corinne Julius, into the usefulness of urine down the ages.

Now, with a last delicate shudder, Auntie has scheduled it for this Sunday at the carefully neutral hour of 6.30pm, giving it the minatory title *Now Wash Your Hands* instead of Ms Julius's original, more robust suggestion. It would have been a shame, though, to lose it entirely. Corinne Julius is very serious on the subject of what has down the ages been called strange, chamberly, pizzle, old swill, scour, slop and a dozen other names indicative of its various uses.

"Urine's been important," she says. "For centuries it was the only source of ammonia for bleach and household cleaning. And British industry could not have developed without the contents of the slop-bucket." Assisted by the social historian Jennifer Stead, she enumerates, with a startling number of living witnesses, the uses of this disregarded commodity.

We all knew, I suppose, about gardeners' reverence for its uses in composting; also about people — most famously the former Indian Prime Minister Morarji Desai — who ascribe their longevity to drinking the stuff. But that is nothing. In the 17th century ships used to carry 4,000 gallons at a time from London to Whitby for the alum industry; down the centuries it has softened wool, hardened steel, tanned leather, dyed cloth, and — with its astringent properties — beautified skin.

The purple band on the Roman soldier's toga owed its brilliance to lichen marinated in stale wee; courtesans in 16th-century Venice soaked their hair in it, draped it over the brim of a crownless hat and sat in the sun to develop bright Titan-red locks. The artists who painted them mixed it with inks and pigments and plaster. Ms Julius found a modern sculptor, Quentin Bell, who on running

out of ammonia one day remembered his predecessors and that "I still had a good store in my bladder", and successfully used it as a retarding agent in his plaster.

There are people living who well remember the value of urine. Not only was it used to de-grease wool in commercial mills well into this century, but engineers routinely used it for "rust-jointing" slack machine wheels. "I remember an old man fixing this driving-wheel which kept working loose," said one mill-hand. "He said, clear the area of all the women — I'm going to pounce it down and pee on it. And he did. And he said 'that won't come loose now, the acid binds the two pieces of metal together.' It worked." Mid-

wives, meanwhile, remember routinely wiping babies' faces with wet nappies for the sake of their skin.

In the First World War it was used in makeshift gas masks and to disinfect wounds. Clay Jones, former chairman of *Gardeners' Question Time*, remembers having a

thimbleful poured into his ear to cure earache as a little boy (it worked: "the problem was getting it into the thimble"). A hair salon in Australia developed a setting lotion based on it, and well they might: old barbers used "eye", which was nothing else. Ms Julius, with particular pride, brings forward a woman who credits it with "the most beautiful long-lasting perm". But then, she also discovered that pheromone science is not so new either: old wives believed that if you soaked a man's socks in your urine he would fall in love with you. Folklore and chemistry intertwine, bafflingly.

But the chemistry is serious, and modern medicine is now paying some attention to the uses of the now despised fluid. US chemists are considering whether our mania for producing artificial ammonia, uric acid, sodium chloride, hormones and the rest is entirely sensible, considering the millions of gallons we flush away every year (some of it polluted, since the Pill, with oestrogen, which does river life no good at all). A new EC directive on ammonia may force action in Britain: the Centre for Alternative Technology at Abergystwyth has experimented with a lavatory which collects it separately. "If we could just overcome our distaste..." laments Ms Julius. "It's really, really wonderful stuff."



LIBBY PURVES

After the A1 case, Mona Bauwens recalls her own battle with the press



Mona Bauwens, who once sued *The People* for libel and now says no woman should go through the trauma of a court case

## My libel ordeal

A cruel and unjust accusation has been made about you in the press. You are angry and you give? Sue for libel. Stop! My advice, having gone through the judicial process for defamation, is don't do it — unless your livelihood depends on it.

It is too great a price to pay for undoing the intense scrutiny of your private life, not to mention the risk of further invasion of privacy by the press. You feel naked and exposed standing alone in the witness box, baring your soul to a court full of strangers. Throughout the cross-examination, you are not allowed to talk to anyone, making you feel more isolated. For a woman the experience leaves a horrible sense of permanent vulnerability. The most intimidating experience of all, of course, is the devastating public interrogation by sophisticated and calculating lawyers

such as the one I faced — George "Killer" Garman QC. Regardless of whether you win or lose, you run the additional risk of being remembered by the public in the image of a snappy tabloid headline — amusing for readers, perhaps, but incalculably damaging to the victim's esteem.

For many the fight to clear tarnished reputations is essential to their livelihood. There are numerous ordinary, decent citizens who cannot afford to pursue a legal action (you cannot get legal aid for a defamation suit). They can suffer redundancy, ill health and marital breakdown.

Many of these people have no access to good advisers or PR agents to seek other remedies. Many press victims who tried the Press Complaints Commission have told me they find it wholly inadequate as a means of redress.

While I would not advise anyone to commence an action against a newspaper, as the

aftermath is traumatic, I do believe that in a democratic society with a free press, the individual should not have to put up with the publication of inaccurate or misleading information.

I think it is important to encourage organisations such as Presswise, which can at least give comfort to press victims. The chairperson of Presswise is Linda Townley, who was falsely accused of stealing private letters from Princess Anne. Her aim is "to inform people how the media operate and persuade journalists that society is best served when they carry out their work responsibly". Presswise is seeking charitable status. It deserves to get it.

Moreover it is an insult, I believe, to say that people sue to make money. The risk/reward ratio, as they quickly discover, is simply not worth it. A court case will cost a plaintiff well over £100,000. What is the average reward? Less than £30,000. Fur-

thermore they run the risk of losing and having to pay their lawyers and the fees of their opponents.

Is it right that press victims have no effective redress? Of course it isn't. There are many models in different European countries which we could imitate. I suggest first, an immediate right of reply. Second, that the role of the lawyer should be, where possible, diminished. A simple arbitration process could take place. If found guilty, the paper should pay a penalty up to, say, £20,000 to a charity of the victim's choice. The victim should also receive any costs he has incurred.

Whenever there is any reference to my own case, reports on the outcome — particularly the settlement, which was confidential to both parties — are inaccurate and misleading. But now I just shrug my shoulders and refuse to be provoked. Some defamations aren't worth the worry.

## Bottom line on back to basics

Where did the phrase of the moment come from?

"BACK to basics" has passed from slogan to embarrassing cliché, banned by Treasury briefing notes. In four months. Before the phrase vanishes down the shredder of old slogans, it is worth noting that it is linguistically as well as politically problematic.

Politically, B2B has become a laughing stock because it can be twisted to mean all things to all men, but only one thing to purring puritans. Like most such advertising or political catchphrases, it is heavy on simple rhetoric such as alliteration, but vacuous in content. During the war, the Government slogan "Dig for Victory" was converted by the bad boys into "Wid [Wop it Down] for Victory". "Tough but tender" stuck in the memory but did the Social Democratic Party little good, since it summarised their merry-go-round in the middle of the political motorway. Look before you leap into slick slogans. The most successful are often the least truthful.

Basic and basal, its little brother, are Johnny-come-latelies from the language, brought in as technical terms for various expanding Victorian sciences and technologies such as chemistry, where "fundamental" might have been misleading. New sci-



PHILIP HOWARD

ence likes to give itself importance with new jargon. The jargon also proved irresistible to others. Basic sounded more up to date than antiquities such as bottom and fundamental. When Dr Johnson said "The woman had a bottom of good sense", his audience tittered. Dr Johnson retorted: "Where's the merriment? I say the woman was fundamentally sensible." Basis would not have supplied such jokes.

Basis and basic then slipped from being technical jargon to general use to vacuous cliché. In the computer databank, because of B2B's recent popularity, basic has clocked up 20,000 citations in broadsheet British newspapers over the past year, far more than "fundamental".

WORKERS paid by the week sound less pompous than staff paid on a weekly basis. The word is often an unnecessary piece of pretentious padding; although there are contexts where "basis" just about earns its keep. "We are distributing our products as fairly as possible on the basis of past trading". Basic (British American Scientific International Commercial) English was an artificial language reducing the vast vocabulary of British and American English to 850 fundamental words. It never caught on: with only 18 verbs, English loses its elegance and rhetorical power. In Basic English, watermelon turns up as "a large green fruit with the form of an egg, which has a sweet red inside and a good taste".

A.J. Ayer defined basic propositions as "propositions which need not wait upon other propositions for the determination of their truth or falsehood". His philosophical precision is not available for most uses of "basic". What "basic" really means is "bottom". It is a word to be used with Johnsonian discretion.

## THE TIMES

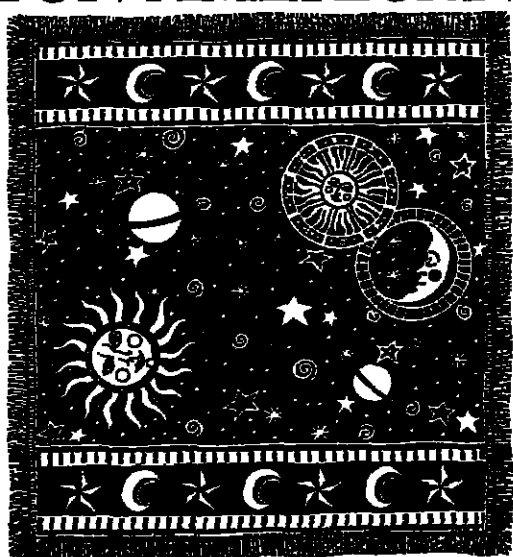
READER OFFER

100% COTTON AMERICAN THROW

£34.95 inc p&p

In the 19th century the Goodwin family were silk weavers in Macclesfield, England. Today, the seventh generation, in Georgia U.S.A., produces coverlets and 'throws' to traditional patterns and modern designs.

This self fringed, double layered, reversible cotton 'throw' from the Goodwin collection looks wonderful in any room thrown over a bed, sofa or armchair, or it could be used as an attractive wall hanging. The background is a rich midnight blue and the suns, moons and stars are in pale yellow, ruby red and cream. The throw measures 50in x 60in and can be hand or machine-washed.



Please send me: Astrology Throw(s) @ £34.95 each inc p&p

I enclose a crossed cheque/PO (address on back please) value £\_\_\_\_\_ made payable to THE TIMES ASTROLOGY THROW OFFER

Or debit my Access/Visa account with the sum of £\_\_\_\_\_ (two tick please)

My card number is: \_\_\_\_\_ (Delete as appropriate)

Expiry date: \_\_\_\_\_

Name: \_\_\_\_\_

Address: \_\_\_\_\_

Postcode: \_\_\_\_\_

Signature: \_\_\_\_\_

THE TIMES ASTROLOGY THROW OFFER

J.E.M. House, Little Mead, Cranleigh, Surrey GU6 8ND.

We deliver to addresses in the UK only. Please allow 28 days for delivery from receipt of order. Return within 7 days for refund if not completely satisfied. Offer subject to availability.

## An adulterous affair to remember

In middle age the unhappily married Edith Wharton fell in love with a *Times* journalist, writes Robin Jenks

The private lives of those born in the 19th century were carefully guarded at the time from anything approaching public scrutiny. All the same it comes as a surprise to discover that Edith Wharton at the age of 47 had an adulterous affair with a bisexual man who was at the time engaged to be married to a woman he described as his sister. Moreover he had received flirtatious letters from Henry James and totally compromising ones from Lord Ronald Gower, a notorious pedastar and friend of Oscar Wilde. These were being used by yet another woman — a mistress he was seeking to discard — as a means of blackmailing him.

At the time of the affair Mrs Wharton had been married for 25 years to a man with whom she had nothing in common. The marriage had been free of sex after the first two weeks during which she had lost her virginity in a way so disappointing to her that she had afterwards slept alone. Teddy Wharton had become a manic depressive and during his manic phases was flagrantly unfaithful to his wife. At one stage he bought an apartment building in Boston with Edith's money and filled it with single young women as tenants, one of whom was his mistress. He was currently in America being treated for "gout in the head" — the latest of a series of wrong diagnoses.

Under such circumstances and approaching 50, Edith was ill-equipped to resist the charm and attention of Morton Fullerton. They met in America in 1907 and Edith fell completely in love with him. Morton Fullerton was an American writer and journalist who already had an impressive record as a sexual athlete. In the 1890s in London

he combined his affair with Gower with a simultaneous liaison with the Ramee of Sarawak, who was 15 years older than him. (He was a small dapper man who had recurrent erotic dreams of larger older women). Moving to Paris as a correspondent for *The Times* during the belle époque he married a singer from the Opéra Comique who bore him a child. A year later she accused him of keeping a number of mistresses and he promptly divorced her. He was also having an affair with his landlady. It was she who tried to blackmail him with the compromising letters from Gower. Against this complex background he began his courtship of Edith Wharton.

Their affair took a familiar course and Edith recorded her changing feelings in a special diary she started writing. At first their meetings were furtive and difficult to arrange but they became easier when Teddy went to Hot Springs, Arkansas, for relief from his gout. After a day spent strolling around the great unfinished cathedral at Beauvais, Edith wrote "This must be what happy women feel."



Edith Wharton: troubled

Arrangements were difficult but when Fullerton had to return to America to see his parents, Edith went with him as far as London. There they took a suite at the Charing Cross Hotel and were alone together at last. It may seem odd that, instead of making the best of their time by themselves, they invited Henry James to dinner.

But James had introduced them to each other in the first place and had himself written mildly flirtatious letters to Fullerton. "You are taciturn when I want you to be tactile," he had said in one of them. So perhaps Edith wanted him to see her with her lover. It would have appealed to the voyeur in James. And Edith never missed an opportunity to see the friend of whom she was so

proud. So they all dined together in their suite.

The next day James arrived to take Fullerton to the boat train and Edith stayed in bed writing a poem to commemorate the joys she had experienced the previous night: "Wonderful was the long secret night you gave me, my Lover, / Palm to palm, breast to breast in the gloom. The faint red lamp / Flushing with magical shadows the common-place room of the inn. / With its dull impersonal furniture, kindled a mystic flame in the heart of the swinging mirror..." (She was a distant cousin of Whitman).

Fullerton did not stay long in America, but returned to England where he and Edith spent a month together. It was the high point of their affair, then Fullerton cooled off. After she had divorced Teddy she wanted to maintain an amorous friendship with her former lover but he proved incapable of that. He preferred instead to be apart from her for months and then pay her a visit which left her thoroughly disturbed. However, Edith remained devoted to him and wrote to him for many years.

She asked Fullerton again and again to return the letters she had written to him, yet he always prevaricated. He regarded them as trophies of the hunt and indeed kept all the love letters he received. Selling letters became a source of income towards the end of his long life during which he sold some of Edith Wharton's. He died in 1952 and it was thought that there was nothing more to come. Yet 300 of his letters from Edith Wharton were offered for sale in Paris in

1980. It is from these that we know most about their affair.

She had nothing to fear from their publication. They may have chronicled an adulterous affair but her marriage to Teddy Wharton was a sham and his behaviour had become intolerable. She never wavered in her devotion to Fullerton nor in her determination to experience everything that a passionate liaison could offer.

All this matters because an appreciation of Edith Wharton has been retarded by the façade that she presented to the world. The image projected was that of the rich society woman moving in the best circles in Paris and London and writing best sellers to sustain her extravagant lifestyle. In fact she was a deeply troubled woman whose neurosis was kept at bay by her writing. Her mornings were spent in bed where she composed her elegant fictions, and after that she was able to face the social round. Entertaining and travelling kept her diverted but it was her writing that eased her sadness, much of it caused by the fact that the one man to whom she had given herself completely had let her down.

So our knowledge of the Fullerton affair does help us to appreciate her work. *The House of Mirth* and *Edith Wharton* were written before the affair. *The Reef*, *Summer* and *The Age of Innocence* were written after it. There is a distinct change of tone in the later books when she writes about erotic friendships. They are more deeply felt and carry greater conviction. Her private life had a profound effect on her work. We cannot know too much about it.

© Martin Scorsese's film *The Age of Innocence* opens in London today.

## A voice from

The voice from the past...  
A collection of letters and documents from the past, including a letter from Edith Wharton to Morton Fullerton, and a letter from Morton Fullerton to Edith Wharton. The collection is available for purchase at a special price of £10.00.



Kaye Webb on life with the Puffineers — and how to persuade little boys that there is life beyond Game Boy

# Happy birthday, Miss Puffin

THE VALERIE GROVE INTERVIEW

Anyone who either was a child, or had a child, between 1960 and 1980 — which is quite a lot of us — knows the name of Kaye Webb, founder and originator of the Puffin Club. The world is now full of ageing Puffineers. Poets, playwrights, senior executives on *The Times*, and the new editor of the *Observer*, were all first published in *Puffin Post*. In Miss Webb's Puffineer file, what catches the eye is a poem by Emma Thompson, aged 14. "The Emma Thompson" I ask. "Of course the Emma Thompson," says Miss Webb.

Here is young Emma's short poem in full. Thought from an Aphid Alighting on a Pink Rose TOO pink I think

Well done Emma. Like the Ovaltines and the ABC Minors, Puffineers link a generation. "One year about 12 of our members got to Oxford," says Miss Webb. "One of them was poor Philip Geddes, who was later killed by the IRA Harrods bomb. He organised a black-tie dinner for me at Oxford, the menu all in Puffin-ese."

This week on her 80th birthday the authors gathered round Kaye Webb, in Claridge's, for tea: Raymond Briggs, Joan Aiken, Philippa Pearce, Leon Garfield, Nina Bawden, Nicholas Fisk, Shirley Hughes.

These authors have always known what children want. Today, Puffin Books ask writers to select themes of violent crime — "murder and mysterious disappearances, the stranger the better" — to woo ten-year-old boys of the Game Boy generation. Kaye Webb finds this worrying but knowing the ten-year-old male child, recognises the strategy.

Puffineers of old had no distracting computer screens. They wrote their poems and stories (on prescribed themes like bones or stones), jokes ("What comes out of a cupboard at 100mph? Stirling Moth") and eclectic discoveries: "You can roll a filibustering dormouse across the dining-room table without waking it up."

Miss Webb's team thought up brilliant prizes. "Dear Miss Webb, Thanks awfully for my purple bag. I think it's super and a marvelous prize. Did some-one make it specially? If they did, could you thank them terribly?"

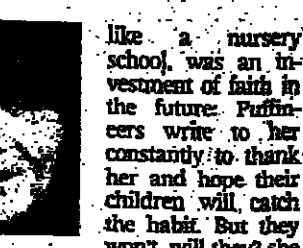
Yes, children wrote like this two decades ago. So here is a more recent letter. "Dear Miss Webb, Me and my friend Larissa are interested in writing books. We are both ten years old and Larissa has already wrote a book and sent it to the publisher but they have not wrote back yet. The book Larissa wrote was named Pure Madness. I started a book called Tabatha Talulah. Please if you do have some advice please tell us, please please write back."

Running a readers' club, massive. I did warn people when I was alive. (Spike Milligan) "One thing we much enjoyed was called a book. Don't know what that was? Here, have a look" (Geoffrey Trevelyan).

Only 15 years have passed and already Kaye Webb feels the guardians might have to open the box sooner — 50 years — "Everything is moving at such a pace."

She was born in 1914 to journalist parents in London. Kaye followed them into Grub Street, graduating from being George, the inquiry man on *Picturesque* to getting Vaughn, Shaw, H.C. Wells and Benjamin to write for *Lilliput*.

Here she discovered Ronald Searle, admiring at once his draughtsmanship and handwriting, and marrying him when he came home, to everyone's amazement, from Changi. In 1948 their twins were born, and the newspapers of the 1950s featured graphic accounts of the Searle family at home ("their marriage is a model of domestic happiness enriched by professional collaboration" — *Sunday Times*, 1951) as they worked together on, inter alia, the *Young Elizabethan* magazine which gave us Mole-sworth. Miss Webb says it was



like a nursery school, was an investment of faith in the future. Puffineers write to her constantly to thank her and hope their children will catch the habit. But they won't, will they? she says. "Not in quite the same way. There is still a jolly Puffin newsletter, but no club no song ('There is naughtin like a Puffin'), no codeword (Sniffup Spotters, Puffins are tops) no fun."

They took readers to the locations of favourite books — enchanted castles in Northumbria etc. They brought the authors out to meet their readers, since Miss Webb's daughter Kane wrote a letter to Arthur Calder-Marshall about *The Fair to Middling*. A daughter of mine once won a Puffin day out at the home of Roald Dahl. Children queued for miles to meet him and Quentin Blake at the Puffin exhibition in London every Easter. And Spike Milligan would stand at the door with a stick of chalk, making a white squiggle on every child who came in.

Miss Webb's most lasting wheeze was the time capsule. In a sealed, lead-lined box lowered into a brick vault under a flowering cherry tree near London airport, 126 children's books were buried in 1978. Each was signed by the author with a message to the children of 2078. Puffin guardians were appointed, whose grandchildren will open the casket. They will read:

"Imagine: this was written for you by an author so old she remembers Queen Victoria's coffin-drawn by a steam train" (Noel Streetfield). "I think the world population, if there is no war, will be

the self-styled Fattest Puffin likes happy endings

the self-styled Fattest Puffin likes happy endings

the self-styled Fattest Puffin likes happy endings

the self-styled Fattest Puffin likes happy endings

the self-styled Fattest Puffin likes happy endings

the self-styled Fattest Puffin likes happy endings

the self-styled Fattest Puffin likes happy endings

the self-styled Fattest Puffin likes happy endings

the self-styled Fattest Puffin likes happy endings



Kaye Webb: running a readers' club was an investment of faith in the future. Puffineers still write to her constantly to thank her and hope their children will catch the habit

a remarkable experience to be married to a genius. But in 1961 Searle walked out on his wife and family and St. Trinian's and domesticity and bought a ticket to Paris. "He wanted another kind of life," she says, and this he has, in Provence with his second wife. And Kaye Webb went to run Puffin. "All my life," she told me, "my business work has worked out beautifully, with perfect timing. My private life has been the reverse. She had two husbands and several flares before Searle, and her throwaway lines — "I drove with him across Australia in a Rolls-Royce" — "When Jack Buchanan drove me home from Worthing" — suggest it was fun.

While she was still at school her English master sent a poem of hers to Walter de la Mare, who thought it "exceptional". Many years later John Gigg introduced her to the poet laureate, and she had tea with him every Wednesday

until he died. "He was about 80 then and bedridden, but I'd drive along to meet him with my heart beating, as though to a lover." He once telephoned her to say, "Have you ever noticed that kindness begins with a K too?"

De la Mare, of course, is featured in the best-selling Puffin, *I like This Poem*, (ed. K. Webb). For her *Desert Island* book she chose Naomi Lewis's anthology *Messages* — the best children's anthology ever. But this week Miss Webb publishes another anthology, *Family Tree*. Nothing to do with the Year of the Family: she compiled it because a child wrote to ask, were there any books in which the family quarrelled the whole time, as hers did? There are plenty of less than perfect parents in her book: a section on Disagreeable Cousins and some very odd aunts. But it is all meant to be read aloud.

"I'm afraid I've said it so often, but to get a child to want

to read, you have to read to them. When I started saying this, even the converted of the Children's Book Circle could not believe how important it was to keep on reading aloud far beyond the time when they could read themselves."

"If only families would read together as they watch television together. It would give them shared references and catchphrases: P.G. Wodehouse is wonderful to read aloud."

The great Sir Allen Lane never minded what sold, as long as it was good: "Swings and roundabouts," he would say. Publishers now make fortunes, and authors their reputations, from children's books, since the best not only sell in millions but stay in print for decades as children become parents themselves.

But there is no definitive reading list. All she will say is that girls who read light-weight romance should also

be shown better things. And that children over ten are most interested in what they discover about themselves from reading. "Let's not kid ourselves, there are boys' books and girls' books. Girls like books about relationships (Beverly Cleary's classic *Fifteen* begins irresistibly. Today I am going to meet a boy) and boys want action."

Miss Webb, the self-styled Fattest Puffin, lives with her cat Polly, and an electric wheelchair to whizz her about, in a mansion flat with walls of books and pictures (Ardizzone, Searle) overlooking the canal at Little Venice. She likes happy endings so I conclude by saying that among the friends gathered at her 80th party this weekend will be Victoria Wood and her infant children Grace and Henry — who might conceivably be there, and with Puffins' help still literate — in 2078 when they open that time capsule, and you and I are gone.

Members of Mr John's staff speak of his inspirational qualities, and it is easy to see why. At Kingsmead School, where the parents undoubtedly share his hopes and fears for their children's futures, they may yet learn to appreciate his efforts.

WALTER ELLIS

## Tyranny of the veggies

Why should the food police impose their view on the rest of us?

The best excuse I ever heard for not doing the washing up came from a friend I once shared a house with. She was not averse to using my bubble bath, demolishing my emergency stash of chocolates and going home for the holidays dressed in my favourite jumper, but she would not touch a plate that I or anybody else had eaten off. The reason? She was a vegetarian and would thus be party to any of the process of meat eating.

Vegetarians, as the mother of any teenage girl will testify, always get their own way. One veggie child can condemn a whole family to a Christmas dinner of tofu kebabs.

Vegetarians today are a long way from George Orwell's bearded loonies with "huge bottoms". Now they are friends of bouncy bunny rabbits, sad-eyed calves and perky piglets, pure in both body and conscience. Who dares argue with that?

Members of the BBC crew in Cardiff that broke the decree of the playwright G.F. Newman that no meat should be consumed on the set of his new production, were, presumably in Mr Newman's eyes, little better than murderers, who might pollute him by their very proximity.

Did Mr Newman, a strong defender of civil liberties, have the right to impose his beliefs on others? "He wasn't imposing his beliefs," says Carol Timperley of the Vegetarian Society. "If you feel very

strongly about meat-eating it can be offensive to see someone else doing it, just as an asthmatic would feel strongly about someone smoking in their presence."

The society encourages adults to convert by stressing the health benefits of vegetarianism. Children are persuaded with the help of a video *Food without Fear*, an emotive sequence of chickens being deboned and having their throats slit. It may be no coincidence that the suggestible young are also those most likely to suffer from eating disorders.

When Conal Walsh set up the Carnivore Club, a body celebrating the pleasures of rare-cooked animal flesh, last year, he received threats from animal activists. "There is nothing wrong with vegetarians," he says, "what is dangerous is that it has

an alternative image and all sorts of issues that have nothing to do with nutrition hide behind it. Meat eaters are reasonable, vegetarians can be vitriolic."

Digby Anderson, who has been called "Britain's most violent food columnist" for his pieces in *The Spectator*, agrees, adding that all vegetarians are cranks. All of them? "Yes, unless there are religious or medical reasons for their choice. The problem is not the vegetarian, but the kind of society that takes this kind of barmy behaviour seriously. The next step will be to bow down and worship Mother Earth."



JULIA LLEWELLYN SMITH

## A voice from Hackney for Middle England

The education director who has become an outspoken symbol of traditional values

GUS JOHN, director of education at Hackney council in London, lost a battle this week, but he may yet win the war.

Mr John, a soft-spoken, Glaswegian, has had to deal with the controversy over Jane Brown, the head teacher who refused to allow her pupils to see *Romeo and Juliet* and who shares her house with the former chair of the school governors. With four children of his own, two of them at university, he has insisted that Hackney council must be accorded the right to investigate the circumstances of Ms Brown's appointment. His argument, that good sense and prudence must prevail in public life, has struck a chord with many who have become used in recent years to a *laissez faire* attitude in such matters.

Not that Mr John is anything but a convinced liberal. He believes fervently that Ms Brown's sexuality is her business and no one else's. He also believes, however, in doing his job as head of a directorate with 22,000 pupils in its care.

"My only interest in Jane Brown's sexuality is to ensure that she is given the same rights as an

employee of the authority as any employee of whatever sexual orientation. That said, I clearly had a duty to investigate matters which were brought to the attention of the council and which go straight to the issue of public accountability and, indeed, to the core of the council's fiduciary responsibilities."

Yesterday's admission by Ms Brown that she was a lesbian but had not been living with the former head of governors of her school at the time of her appointment, raises an issue which Mr John believes he cannot shirk. "I have to satisfy myself that this allegation was unfounded."

A former Dominican preacher, educated at Blackfriars College, Oxford, as well as in Grenada and Trinidad, he appears a beacon of humanity and common sense in a borough that has often been accused of taking leave of its senses.

He joined the now-disbanded Inner London Education Authority in 1987 after a spell as a lecturer in social studies at the University of Bradford, but soon became convinced — as did the Conservative Government — that a single educa-



Gus John: "This goes straight to the issue of public accountability"

tion authority for the capital was a misuse of resources.

"The ILEA, he says, was guilty of "an enormous amount of spoon-feeding and cushioning" and preferred "to throw money at a problem rather than solve it". Today, in Hackney, he argues for an increase in his budget to enable him to deal with the enormous problems he faces: more than 100 spoken languages; refugees from Somalia, Kurdistan, Bosnia and

elsewhere; a large number of broken homes; a high prevailing rate of unemployment; many disturbed or maladjusted children.

But he also demands of his officials and head teachers that they use their resources sensibly. The ILEA approach, he argues, might have been expected to bring about an overall enhancement of the quality of education. "But quite the opposite happened. It encouraged a level of slackness and mediocrity."

On first hearing, this might easily be confused with the often repeated dogmas of Mr John Patten, the Education Secretary, but in fact Mr John is arguing quite separately for the better use of what he regards as wilfully inadequate resources.

"It is not 'Conservative' for any parent," he says, "to expect that after 12 years of full-time schooling their children should have a level of proficiency in English, Mathematics and New Technology. They should equally have acquired a capacity to handle conflicts and a sense of their own rootedness within society that should provide them with the skill and confidence to go through life."

These are not the words of a revolutionary. They are those of a contemporary spokesman for Middle England, determined to remove as much of the tomfoolery in our education system as soon as possible and replace it with sound sense. Members of Mr John's staff speak of his inspirational qualities, and it is easy to see why. At Kingsmead School, where the parents undoubtedly share his hopes and fears for their children's futures, they may yet learn to appreciate his efforts.

WALTER ELLIS



## I'm sorry, I'll read that again

Ian McIntyre takes umbrage at a change of accent on radio

Not long after coming down from Oxford in the 1930s, the young Harman Grisewood decided to apply for a job as a BBC radio announcer. His cousin Freddie, already on the staff, marked his card — he must expect to be vetted by Sir John Reith himself. The interview was unorthodox. The Director General began by seizing the poker and attacking the coals in the grate. "What am I doing?" he enquired, and when Grisewood replied, "Poking the fire," Reith echoed him mockingly with "Fire, fire, fire," rolling the "r" with Doric ferocity.

"What are these made off?" he asked next, extending his long arms and wiggling his cuff-links. Grisewood knew that the script required him to say "gold" and that Reith would then correct him. "Goold, goold!" the great man cried testily. "You've a southern accent — just like your cousin." Grisewood reflected that if Reith had been playing the part of an ogre on *Children's Hour*, the producer would have told him to tone it down a bit.

So what's new? Sixty years on, the BBC's managing director of network radio, Liz Forgan, attends a Broadcasting Press Guild lunch and in a question-and-answer session is understood to say that she wants to hear "lovely, rich Brummie voices" on Radio 3. What can the dear lady have in mind? Are we witnessing a dramatic return to Reithian basics? Or are we possibly being treated to a load of politically-correct old cobblers?

Although Birmingham has apparently been assigned the leading role in the cultural revolution which Ms Forgan proposes for us, other previously undervalued minorities will not be forgotten. Irish voices should also have their place on the network (is this a coded proposition to *Classic FM*'s Henry Kelly?). Radio 3, it seems, hasn't found a presentation style that is sufficiently "energetic, vigorous and affirmative".

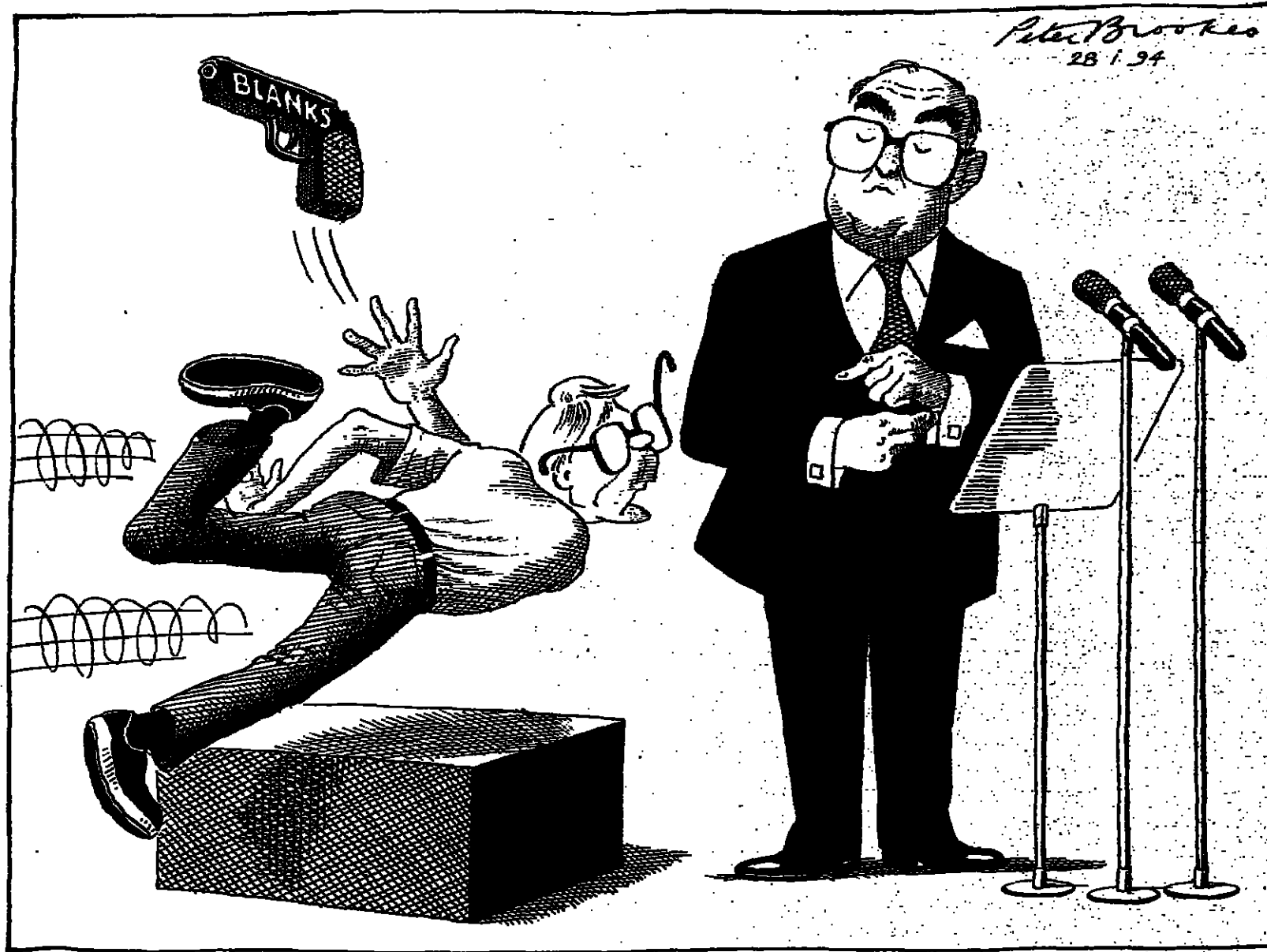
Well, yes, Ms Forgan, but affirmative of what? Radio 3 and the Third Programme before it were traditionally affirmative of quality and of the discrimination necessary to discern and appreciate it. "If you turn on Radio 3," said Ms Forgan, "you know immediately what it is." I began to nod too soon because in her book that is apparently a bad thing — "it is so unlike any other part of English life, it's an enclave".

A sub-text of a sort begins to emerge. An enclave. Possibly, if you'll forgive the word in a family newspaper, an *elitest* enclave. Ms Forgan says that Radio 3 must adopt a new tone that "reflects the sound of the nation." The debate, however, is not really about voices or accents. It is partly about competition for audiences (a wage once subversively defined the ideal Radio 3 programme as one that impelled the listener to switch off and read a good book. I suspect Ms Forgan would not be amused.) Principally, though, the argument is about editorial intention and attitudes to classical values.

The challenge to those values in the past 30 years has come not only from neo- or post-modernism in the arts but also from the political, and educational, New Left. The vocabulary of the challengers ("relevance", "commitment", "accessibility", "participation") now sounds stale and dated. What Chairman L3 should really be attending to is the tendency, on what is still the BBC's main cultural channel, to brighten and increasingly mindless chatter. I'm all for announcers sounding relaxed and unbuttoned, but mately wittering and chewing gum for the ears should be left to others.

There are fashions in these things. I remember that when I was Controller of Radio 3 I had an intemperate letter one day from Bamber Gascoigne. He wanted me to know that I was a barbarian. The occasion was the departure of Patricia Hughes, for whom the time had come to pack away her cut-glass tones. Miss Hughes was very grand. She was regarded, *mutatis mutandis*, as the Vera Lynn of the network. The folklore has it that a drama producer, clearly a member of the proletarian tendency, once in his cups referred to her as Miss Fortnum and Mason. He pleaded temporary insanity but was soon found more suitable employment — I rather think it may have been in Birmingham.

● The author was Controller of BBC Radio 3, 1978-87.



## What makes a Jew-baiter?

Humanity carries the mark of Goebbels, the brilliant but warped propagandist who masterminded Hitler's Final Solution

Good God! — people don't do such things! Thus cried Ibsen's Judge Brack, astonished and aghast when he learnt that Hedda Gabler had shot herself. But what would the judge have said, and what would Ibsen himself have said, if asked to guess what would be the most astonishing things happening in the world half a century or so in the future? I dare say that they did make such guesses — after all, predicting the future is a well-known pastime; there are documents all over the civilised world buried in canisters, to be dug up in future years, with much merriment if the guesses are wide of the mark and awe if they are right. But assuredly, in 1890 (when *Hedda Gabler* was new), nobody in fiction or reality or a madhouse could have thought up and put away for safety a document predicting what was actually going to happen between 1939 and 1945, in Europe. We, with hindsight, do know what happened, but how it came about will be a mystery to the end of time, and to the end of time human beings will say: "Good God! — people don't do such things!"

But they do, they do, and I have the proof before me. It is a hefty volume of 472 pages, comprising an exhaustive study of the subject and a massive *apparatus criticus*, and from every page, every page without exception, nay, not even excluding the acknowledgements and the index, there oozes profound and terrible evil, to stain indelibly not only the pages of the book but all mankind.

The book is called *Goebbels*, and subtitled "The life of Joseph Goebbels, the mephistophelean genius of Nazi propaganda". As a biography, it ranks very high indeed; the author, Ralf Georg Reuth, is German, and (do I mean but?) dispassionately manages to keep the horrors from overwhelming the book and thus turning it into Grand Guignol. This is a serious study, and indeed I cannot imagine anyone wanting a more comprehensive work.

More to the point, the author puts in their proper perspective the signs and portents which in any biography, but in this kind of study in particular, will always be put forward as solving the mystery of why the subject was what he became. Did a Jew, in Hitler's youth, laugh at the budding Führer's pathetic watercolours and thus sow the seeds that were to blossom so frightfully? Probably not; many Jews must have criticised their Gentile neighbours' fluting playing without any retribution, let

alone the retribution that would one day kill millions. This it was with Goebbels; his parents were honest, hard-working, godly people certainly. Goebbels was much the cleverest of the Goebbels children, but high intelligence does not indicate a mass murderer, either. But God had struck him one terrible blow which he resented throughout his life, and although, of course, millions of men and women have been born or become in one way or another deformed, with Goebbels he would never cease to ask why he was born with a club foot.

It is a waste of time to dwell on the

deafness that Jews could have only two names — Sarah for women and Israel for men. And the next indignity, the one that still burns in the universe and will never go out: the requirement for all Jews to wear prominently a special large Star of David on their clothes. Almost all the persecutions were either invented, organised or enforced by Goebbels; his ingenuity, his truly insane Jew-hatred, his pride in destroying Jewry — all these qualities were eagerly pressed into service. It is clear that apart from the men who actually worked the gas-chambers, Goebbels's devouring passion for the destruction of Jews was the greatest force towards the Final Solution. Again and again, he demanded — even when Hitler did not — that more and more Jews must be deported and destroyed.

But I come back to Herr Reuth's book and his subject: Again, I look at the subtitle, "The mephistophelean genius", and genius he truly had. His enormously successful propaganda, whether in rejoicing in Nazi successes, bolstering the people of the Nazi state when things are going badly, and hoodwinking neutrals and even the Allies — these achievements were his, and inevitably they raise the question: what if he had put his genius to work not in the world of evil but in the world of untainted effort? (The world of advertising, for one, would have been utterly transformed.)

Towards the end of the book, and thus towards the end of Goebbels's life, his genius could still give hope to the Germans, even when it was obvious that the war was lost; such was the devotion to Hitler, the Nazi cause and — perhaps now and then, perhaps more than now and then — to the still-unslaked thirst for Jewish blood. Oh, you amateur dinner-table psychiatrists: you may tap the side of your nose and look wise until kingdom come, and you can debate the effect of a club foot until such things grow on every leg, and you can weigh the influence of the three mad, bad books, and indeed if you are mad or wicked enough yourself you can believe, or try to, that the Holocaust didn't happen, but you will not, in this world or any other, explain why Jewish blood must be shed, and in such great quantities.

Good God! — people don't do such things! Well, now you know that they do, even if you didn't know before. Why they do is a question that may be answered in another world. But be certain it will not be answered in this one.

**Bernard Levin**

I've been refused life insurance because of my name and the Mirror Group Pension Scheme once slammed the phone down on me.

### Officer and a lady

A WARNING to those contemplating charity work comes this week from the Duchess of Devonshire, an old hand at fund-raising. Try, at all costs, to avoid the dreary annual general meetings that so often go with the job. "The older I get, the harder I find it is to sit through them," she complains in *The Spectator*.

She also takes issue with the common use of the term "officers" to describe collectively the "group of kindly women" who spend time

and energy for whichever charity the meeting concerns. "My idea of an officer is anything from a 2nd lieutenant to the Colonel of the Coldstream Guards — a far cry from the good ladies present in the church hall."

### Silent disapproval

NO EFFORT is being spared by Conservative headquarters to keep the spotlight off the annual rampage by the younger brethren in Southport next week. John Major is not expected to attend the Young Conservatives conference.

But more galling perhaps for chairman Andrew Rosindell is the order from Tory HQ, fearful for its Euro-election chances in June, to scrap the debate on Europe, planned for Sunday. "We are not allowed to hold it," confirms Rosindell, who steps down soon to become first-ever chairman of the European YCs' movement. "I am, naturally, very unhappy about it." There is disaffection among journalists too.

The Tory high command has banned them from all but the official debates for fear that the world may learn of some more Young Conservative high-jinks. That means Sunday's business is reduced to a two-hour private session on the hustings and

Rosindell's speech on — wait for it — Back to Basics.

### Durham's last word

HE STIRRED up a hornet's nest at the Cambridge Union Society by backing legalised gay sex for 16-year-olds. Now the Bishop of Durham, who celebrated his 69th birthday on Wednesday, is setting to stoke the eternal fires in his final address to the Durham Union Society as bishop.

His subject tonight, the Relationship between Politics and the Church, draws little enthusiasm from the University Christian Union, however. "We just don't find him very interesting any more," says Michael Tomlinson, President of the Inter-collegiate Christian Union. "A lot of us have got other things to do."

Supporters of plans to broaden the religious education curriculum to include all sorts of religions will be delighted by the example set tomorrow at St James's Church, Piccadilly, London. A formidable array of bigwigs representing six religions will turn out for the Bloomsbury Society's Mahatma Gandhi Multi-Faith memorial service. Lord "Dicky" Akenborough will give the closing address.

## Taxes were worse with Healey

The average family is better off, says Stephen Dorrell

This financial year, the Government will borrow £50 million. The interest payments on that single year's borrowing alone will cost taxpayers more than £3 billion a year — the equivalent of nearly 2p in the pound on income tax. Continued borrowing on this scale would lead to a relentless and ultimately unaffordable increase in Government interest payments. As the interest bill mounted, so would taxes.

It was right to allow borrowing to rise during the recession. But now that the recovery is under way, the Government's responsibility is to halt the growth in the debt burden. We cannot allow debt interest to continue as the fastest growing spending programme.

The Budget did not flinch from this. It provided a clear path for eliminating the public sector borrowing requirement over the remainder of this decade — in two ways. It begins by strengthening control of public expenditure — the only way to control taxes.

All government spending is ultimately paid for in taxes. Borrowing is not an alternative — all it does is delay the pain, adding an interest element on top. Any government that is serious about controlling the tax burden must therefore first control government expenditure. That is why the Government reduced its spending plans, in the Budget, by £10 billion over the next three years.

Controlling expenditure will bring down borrowing, but not quickly enough. Continued large-scale borrowing would start to undermine the recovery, risking higher inflation and higher interest rates — both profoundly damaging to the economy, to taxpayers and to businesses. It is a hard fact, but it is better to tax than to borrow. That is the clear lesson of Geoffrey Howe's 1981 Budget. Get borrowing down, the right policies in place and we will lay the ground for years of sustainable growth.

But it is not only a question of how much tax, but also which taxes? As the Labour Government showed, the wrong taxes can do immeasurable damage to the economy. For the past 15 years, the Government's policy has been to reduce the marginal rate of tax on earnings, savings income and profits. We want to reward work, not penalise it. The reason is simple: reward enterprise, and you get more of it. For example:

● In 1978/79 basic rate taxpayers lost 33 per cent of every extra pound in income tax. The Government have brought that down to 25 per cent.

● If you were a top-rate taxpayer in 1978/79, you lost 83 per cent of every extra pound you earned. No wonder people left the country, or devoted their lives to tax avoidance. We have brought that down to 40 per cent. Is there anyone in the country who wants to put it back up? ● If you had any savings in 1978/79, your interest or dividends were called "unearned" income. That was subject to a 15 per cent surcharge, over and above normal income tax rates. So a top-rate taxpayer lost 98 per cent of every extra pound of savings income. That was plain lunacy. An economy needs savings. Where our predecessors imposed a surcharge, we have provided an incentive to encourage savings — by ordinary people, not just the rich. TESSAs and PEPs encourage the savings habit by rewarding it.

● In 1978/79, there was a pernicious tax on jobs: a National Insurance surcharge on employers. It penalised them just for employing people. We abolished that too.

● In 1978/79, companies lost 52 per cent of every extra pound of profits, they made. That went straight to the Government in corporation tax. We reduced that to 33 per cent. For small companies, we reduced the rate from 42 per cent to 25 per cent.

These changes were the result of spreading taxes more widely — shifting some of the burden from income tax to VAT, and reducing the value of tax breaks and allowances. Nobody has ever disguised that. Quite the contrary: we have made our intention plain. If you spread taxes more widely, you can collect the same amount of money at lower rates of tax. That means you raise the money in ways which do much less damage to the economy.

There is now no personal tax rate higher than 40 per cent. We have cut out the penalties on hard work, enterprise and savings. We have a stronger economy as a result.

Our tax policy has a simple objective: to raise money to finance public services in ways which do least damage to the economy. As living standards rise, everyone wants better public services. That is what we have provided. There is no disagreement between the parties about the importance of public services. But we do disagree about how to pay for them.

This Government will always insist on financing services responsibly. If spending goes up, taxes go up. That is why we shall continue to limit government expenditure, so the tax burden can be reduced as the economy grows.

That is what has happened since 1979. Since then, public services have improved at the same time as the take-home pay of the family on average earnings has grown. It is now £32 a week higher than in 1978/9, after taking account of inflation.

That was the dividend from a successful and growing economy. So much for being better off under Denis Healey.

● The author is Financial Secretary to the Treasury.

## O'Dinnergate Two

YESTERDAY was a day for farewells at No 10. Following the dinnerware imbroglio earlier this month, when leaks of what John Major may or may not have said caused such excitement, a second leaving bash was held by the Prime Minister for his faithful press secretary Gus O'Donnell.

Happily for Major, it was not Michael Brunson, ITN's political editor, chairman of the Lobby and the man embroiled in the saga of the leak, who delivered the speech. It was the doyen of the Westminster press corps, Chris Moncrieff who steps down as the Press Association's political editor this year.

Moncrieff gently goaded O'Donnell for supporting Chelsea, Major's favoured football team. He took his cue from a *Times* inquest on this week's Chelsea/Aston Villa match: "They (Chelsea) spend many a minute chasing shadows and charging up blind alleys." No reflection of events at No 10, added Moncrieff hastily.

O'Donnell will not be lost to the Lobby forever for he remains head of the so-called Zimbabwe Five and plans regular reunions.

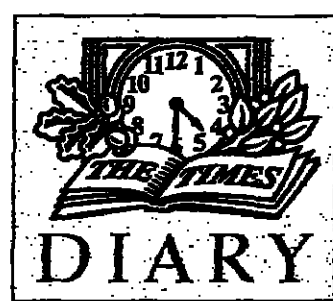
O'Donnell and four journalists forged a *broaderbond* after white-water rafting below the Victoria Falls during a Commonwealth summit. After last night's Downing Street do, they nipped off for a curry.

Whether Chris Meyer, O'Donnell's successor, will prove a curry man remains to be seen. He is adopting a noticeably more abrasive style in his first Lobby briefings, twanging his braces, balancing back on his chair, and delivering waspish put-me-downs with aplomb.

### Gay Bard of Avon

ROUND TWO in a battle over William Shakespeare's personal life is enjoyed. The combative 90-year-old historian A.L. Rowse and Martin Seymour-Smith, who famously clashed 30 years ago when the latter claimed the Bard's sonnets were written for a homosexual lover, have locked horns again.

Seymour-Smith is writing a biography of the Bard. He says Shakespeare was a heterosexual who had a homosexual experience with the man for whom he wrote



his sonnets. "The evidence is incontrovertible, although it always gets people hot under the collar," says Seymour-Smith.

"Rubbish," rumbles Rowse: "We don't want another biography of Shakespeare because I have written the standard text. Of course he was not homosexual. Everything about him shows he was very hetero."

Considerable excitement at the Criterion Theatre yesterday where Maxwell the Musical opens in February. One Kevin Maxwell booked the two best seats in the house for preview night. Sadly, it was a case of mistaken identity. "I'm not son of bouncing Czech Robert, but of Irish policeman Bert," says the purchaser, a London-based journalist. "It's not the first time this has happened."







## AFTER ROMEO

Who manages the locally managed schools?

The row at Kingsmead primary school in Hackney, east London, has developed from an argument about heterosexuality in Shakespearean ballet to a serious constitutional debate about authority in education. Few would endorse the decision of the head teacher, Jane Brown, to refuse cheap tickets to a Royal Ballet production of *Romeo and Juliet* on the grounds that it was "entirely about heterosexual love". Yet the dispute which her foolish act has provoked leaves many more complex questions unanswered.

The controversy over Miss Brown's blinkered political correctness — for which she has apologised — has been compounded by allegations concerning her relationship with a woman who was chairman of the school's governors when she was appointed head teacher. It has also been claimed that she was coached for interview by school governors who later hired her. The seriousness of these charges is not in question. Less clear is the administrative means by which the dispute will be settled.

Hackney Council's calls for Miss Brown's suspension were sharply rejected by all but one of the governors present at a meeting of the school's governing body on Tuesday. The council may now seek a judicial review to impose its decision upon the school, where parents appear to be united behind the head. It is open to question where power resides in the case. The legal confusion has prompted predictable calls for action by John Patten, the Education Secretary.

A sound education system requires ministers to reserve emergency powers to intervene in schools. Mr Patten already has considerable authority to do so under the 1944 Education Act. But the reluctance of

education ministers to step in, except in extremis, is wholly proper. Cases such as this test the seriousness of devolutionary policy.

The general trend of Government policy in this respect is encouraging. Under the local management of schools (LMS) policy, all schools now control their own budgets; those that wish to leave local authority control may do so; parents who can raise sufficient funds can be helped to set up their own schools. Though Labour still opposes opting out, there is cross-party support for the devolution of budgetary control.

The constitutional implications of this process have not been fully confronted, however. After the last election, the Government confidently expected local education authorities to wither, as schools rushed to seek grant-maintained status. In practice, the opting out process has been sedate. Most schools remain under council control, free to run their own budgets under the LMS policy but still subject to the area's chief education officer. Staff are appointed by the school's governors but are still employees of the local education authority. Powers of dismissal and suspension are, therefore, diffuse and ill-defined.

The Kingsmead case highlights the growing importance of school governance to the life of communities. A role for which good intentions were once sufficient now requires managerial and administrative competence. Governors need training as well as civic responsibility. But just as important, swift clarification is needed of the legal relationship between governing bodies and local education authorities. The Government should not allow a single case to discredit an essentially sound initiative.

## ALMS AND ARMS

The excuses for Pergau become daily shabbier

The more Douglas Hurd and John Major seek to rebut the charge of abuse of aid money in the Pergau dam affair, the more they invite further questions. For months on end, the Government has insisted that there was no link whatever between the offer of aid and the sale of British arms to Malaysia negotiated in 1988. Its story was that the formal offer of aid was made a month after Baroness Thatcher signed the arms memorandum, the implication being that it was pure coincidence. That is simply incompatible with Mr Hurd's written reply this week to John Cunningham.

In it, he admits that six months before Baroness Thatcher concluded the arms deal, "the Malaysians" expressed their wish to make a reference to aid in negotiations with the then defence secretary, Lord Younger. He obliged by signing a protocol which referred to "aid in support of non-military aspects". But this was alright, Mr Hurd says, because Lord Younger wrote another letter in June 1988, formally stating that aid could not be linked to arms sales, because the September deal included no such reference, and finally because: "Our aid programme is not linked to arms sales."

Indeed it is not, under policies laid down by successive governments. Nor is the Aid and Trade Provision, under which the Pergau project was financed. Government guidelines for companies who apply for ATP finance to help them win overseas bids, laid down in 1977 and not changed since, specifically exclude "equipment which could be used for military purposes". The spirit, if not the letter, of these guidelines would preclude using ATP for aid projects concluded as part of arms sales.

Yet it is admitted that after Lord Younger's letter in June of that year, negotiations on an

aid package continued. Were the tracks merely parallel? Lord Younger admits that throughout the arms negotiations, the Malaysians kept mentioning the Pergau dam, and that there must have been a "verbal undertaking" linking the deals. Rais Yatim, Malaysia's foreign minister when negotiations started, insists that links existed.

As though Mr Hurd were aware that this is thin ice indeed, the Foreign Office lawyers have now produced a final defence. Without conceding the existence of any aid-for-arms deal, the FCO points out that had there been, it would not have been illegal. The 1980 Overseas Development and Co-operation Act, which repealed the 1966 aid act, contains no prohibition on the use of aid to sweeten arms contracts.

This omission may be cause for ministerial relief. If Mr Major and Mr Hurd are shown, in the fresh investigation by the Commons select committee on Foreign Affairs, to have financed Pergau because it was part of an arms deal and to have concealed the fact, they will have broken no law. But it is hard to imagine shabbier ground on which to rest their case, or ground more damaging to Britain's reputation for plain dealing. This Government has led an international drive both for better use of aid and for UN restraints on arms sales. Yet its defence secretary discussed aid with Malaysia, and Messrs Major and Hurd saw, and see, nothing wrong in funding Pergau when told it was an "abuse" of aid. Not only should every document relating to this case be released. The uses to which ministers put the entire ATP "slush fund" must come under the microscope. Ministers' own words reek of hypocrisy: the Government must now clear itself of the grave charge of abusing the public trust.

## DONATING LIFE

The dearth of transplant organs is becoming critical

The fate of the Labour MP James Boyce, who died this week while waiting for a heart transplant, has brought into focus the critical shortage of donor organs. The dearth of organs available for transplant operations is an ironic consequence of a successful road safety drive. The good news of fewer road deaths has had a tragic by-product: fatal car accidents — particularly of the young and fit — had been the best source of viable organs.

There is now an acute scarcity of candidates whose own deaths may make life possible for others. When kidney transplant surgery first became commonplace, the publicity which accompanied its successes — particularly in transforming the lives of children who were once condemned to a lifetime of dialysis treatment — brought a flood of public awareness. But the number of kidney transplant operations declined in the years 1991 and 1992 after rising for the previous four years. By 1992, the number of kidney transplants performed was 1,622 but the waiting list for this operation was 4,343. The cost to the National Health Service of a kidney transplant is £10,000 compared with £21,000 per year for dialysis, making transplant surgery the better solution in both economic and human terms.

Donor cards — which, in the first flush of enthusiasm, were widely available at chemists and doctors' surgeries — were thought to be a simple solution to the problem of consent. But what had seemed a straightforward matter of gaining the permission in advance of the deceased turned out much more problematic in practice. Doctors did not feel that they were legally or ethically free to rely solely on the wishes expressed on

a donor card. Members of a victim's family are, in practice, always consulted before organs are removed. Any reluctance on their part is taken to over-rule the existence of a donor card. Talking to relatives about the possibility of drastic and perhaps mutilating surgery on the body of the newly-dead is an awkward business. Because the useful life of donated organs is so brief, victims' families must be approached when they are still in the first stage of shock and bereavement.

Doctors themselves are understandably reluctant to seem intrusive or ruthless in their eagerness to procure organs. But many bereaved families — particularly parents who have lost children — have found much consolation from the fact that a child's death has brought health to someone else. One possible way out of this difficult dilemma might involve hospitals using trained counsellors, rather than medical staff, to deal with the bereaved in sensitive and sympathetic terms.

A report issued last year by the Advisory Council on Science and Technology recommended that Britain adopt what is known as an "opting-out" rather than an "opting-in" policy: unless explicitly instructed to the contrary, medical personnel would be entitled to assume that all organs were available for use. The BMA ethics committee has opposed this suggestion. Since doctors would be obliged to carry out the policy, their views must be taken into account. The Department of Health must provoke more public awareness of this critical issue, both through information campaigns like the one it ran last year and by urging GPs to encourage family discussion of the issue.

## LETTERS TO THE EDITOR

1 Pennington Street, London E1 9KN Telephone 071-782 5000

## Restore democracy, banish red tape

From Ms Pam Giddy

Sir, The deregulation proposals introducing Henry VIII powers — allowing ministers to repeal primary legislation by fiat (*The Times* Essay, January 17, letters, January 22, 27) — is the logical extension of a policy that seeks to concentrate political power and patronage. It follows seamlessly plans to continue the weakening of local democracy by farming off services to quangos, abolishing democratic control of policing and making our criminal justice system a matter of management convenience rather than a service with integrity.

Decisions that were previously taken by "awkward" people like councillors have been hived off to government appointees. Decisions which should rightly be taken by "awkward" institutions like the House of Commons are to be hived off to individual ministers.

These are not one-off attacks on democratic institutions: they represent an attempt to redefine our constitutional arrangements without admitting it. Charter 88 believes we do need a new constitutional settlement but one that is constructed with the consent and participation of the people, that guarantees basic human, civil and political rights and that will transfer public decision-making to citizens.

Yours,  
PAM GIDDY (Editor,  
Violations of Rights in Britain),  
Charter 88,  
Exmouth House, 3-11 Pine Street, ECI.

From Mr Noel Ayliffe-Jones

Sir, On the day that the Government announced its grand design for liberating business from over-regulation and red tape (report, January 20) we received instructions from the Department of Trade and Industry which will further concentrate sales to the European Community.

Until the advent of the "single market", when we exported goods requiring an export licence we sent them with the documents (including the licence) to a freight forwarder who did all that was necessary. Last year the system was changed for shipments to the EC. Now the export licence has to be submitted to our "local" Customs and Excise office, 25 miles away, at least three days before shipment, so that they may inspect the consignment before despatch.

The instructions which we have now received from the DTI regarding the transfer of military goods within the EC introduce complex new paperwork which has to be retained on file for four years.

No doubt the Minister for Trade will blame Brussels, but the responsibility for such absurd over-regulation rests with our incompetent Government.

I am, Sir, your very disgruntled reader,  
N. AYLIFFE-JONES  
(Director),  
Eurocourt Developments Ltd,  
Hilltop Business Park,  
Salisbury, Wiltshire,  
January 21.

## Implications of British overseas aid

From Mr Adrian Cullis

Sir, At the same time that the Foreign Affairs Select Committee conducts its enquiry into the Government's approval of the £234 million aid package for a Malaysian dam (report, January 27; letter, January 25), I would encourage them to reserve energy for a Nepal one (the Arun 3).

In addition to British aid going directly to "beneficiaries", taxpayers' money is also routed via the World Bank. Parliament is accountable to taxpayers for the former, but not so the World Bank.

Bank documents reveal that many British banks and businesses gain from contracts associated with World Bank loans.

Groups in Nepal oppose a World Bank proposal to fund Arun 3 to the tune of \$764 million, or more than one and a half times the national budget. It will be built with imported materials by foreign construction companies. Not surprisingly, Nepalese want the Bank to fund a series of smaller alternatives, which they can develop and manage.

Yours sincerely,  
ADRIAN CULLIS  
(Public Education Officer),  
Intermediate Technology,  
Myson House, Railway Terrace,  
Rugby, Warwickshire,  
January 21.

From Mr Jeremy Pope

Sir, The existence of the Aid and Trade Provision (mentioned in your thoughtful editorial of January 19, "Dam deceit"), the "slush fund" from whence came the money to finance the controversial Pergau dam in Malaysia, is further compelling evidence of the need for reform in international business transactions.

That a British government should feel it necessary to have funds with which to counter the "unscrupulous methods of their competitors" is a reflection more on the prevailing morality of international business competition than on British institutions. It is further evidence, too, that corruption in developing countries may be actively fuelled by the corruption of business in the northern hemisphere.

The one saving grace must surely be the integrity of Sir Timothy Lankster, Permanent Secretary at the Overseas Development Administration, in laying the facts of the case bare, and his preparedness to carry into practice the openness of government that others promise.

Yours etc,  
JEREMY POPE  
(Managing Director),  
Transparency International  
(an organisation opposed to international business corruption),  
Hardenbergplatz 2, D-10623 Berlin.

## Marriage research

From the President of the British Psychological Society

Sir, Statistics tell us that the UK's rate of separation and divorce is the highest in Europe. At the same time the Government and Church preach that the family unit is something to be cherished and protected.

But Janet Daley ("Divorced from reality", January 21) takes a swipe at a piece of scientific research which aims to see if it is possible to quantify whether two people are likely to succeed in marriage.

Surely this is a laudable aim and not one to be ridiculed on the basis that because novelists and playwrights (especially Tolstoy) have failed to answer this question then a scientist is bound to fail.

I can see no good reason why a person writing fiction (however clever) should either find an answer or even attempt to find an answer.

Mr Daley's advice is that you are probably better off asking your mother. This kind of anti-science common sense has in the past given us the information that the Sun goes around

the Earth, that the Earth is flat, and that black cats are witches' favourites. Scientific evidence has a nasty habit of proving common sense wrong.

Yours faithfully,  
ANN COLLEY,  
President,  
The British Psychological Society,  
St Andrews House,  
48 Princess Road East, Leicester,  
January 21.

From Dr Andrew Wilks

Sir, How right Janet Daley is when she says that great literature and mothers (i.e., women with a uniquely profound experience of life) can offer more insight into human problems than people professionally engaged in studying our behaviour.

After 20 years of working as a psychiatrist I am quite certain that the above sources of wisdom are usually superior to the jargonised theories and speculations produced by psychological and psychiatric "scientists".

Yours sincerely,  
ANDREW WILKS,  
Community Mental Health Centre,  
St John's Road, Sevenoaks, Kent,  
January 24.

## Hoxne Treasure

From the Director of the Council for British Archaeology

Sir, Martin Biddle (letter, January 13) and Charles Thomas (letter, January 21) deserve the nation's support in their calls for the Hoxne hoard to be retained as an entity. We understand that even a preliminary study cannot be completed unless it is kept together.

The present intactness of the assemblage, incidentally, reflects the good sense and altruism of the finder (Mr Eric Laves), the landowner (Suffolk County Council) and tenant: it is little thanks to the treasure trove law, which applies only to gold or silver. Other items archaeologically integral to the hoard, such as bronze coins, bone box inlay and iron box fittings, were excluded from the scope of the inquest.

Such exclusion is irrational. Once again, we call for a new treasure trove law founded on logic and principle.

Yours faithfully,  
RICHARD MORRIS, Director,  
Council for British Archaeology,  
Bowes Morrell House,  
111 Walmgate, York.

## A cold fact

From Mr John Rivaz

Sir, In your report on January 21 headed "Americans told to stay at home as fast freeze toll tops 100", you make reference to the fact that "In the town of Amasa, Michigan, the mercury reached -53°F".

The use of the word "mercury" seems unfortunate in this context, bearing in mind that it freezes at around -39°F.

Yours sincerely,  
JOHN RIVAZ,  
The Dell, Aldenham, Hertfordshire.

## Sight for strained eyes

From Mr Gregory Morgan

Sir, May I suggest that one reason for the small print on medicine bottles, etc (letter, January 22) is the necessity to use up large amounts of space with more important matters. For example, I have two medicines "for children aged 2 to 12" containing the following warnings on both bottle and box: "May cause drowsiness. If affected do not use heavy machinery and do not drive. Avoid alcoholic drink."

Yours faithfully,  
GREGORY MORGAN,  
Hillfield Flat, 74a Reigate Hill,  
Reigate, Surrey,  
January 24.

Letters should carry a daytime telephone number. They may be faxed to 071-782 5046.

## Housing the homeless

From the Senior Director of Barnardo's

Sir, Homeless families will risk an even more precarious life of hardship, isolation and uncertainty if proposals by Sir George Young, the Housing Minister, to reform the homelessness legislation (report, January 21) are put into effect.

His refusal to consider homeless families a priority for permanent housing will force many more into long-term temporary accommodation, where they will join over 40,000 others in London alone. Barnardo's knows only too well the desperate circumstances in which many will find themselves.

No form of temporary accommodation is suitable for bringing up children. Bed-and-breakfast hotels rarely provide privacy, or adequate washing, cooking and toilet facilities, and there is a much greater risk of accid-

ents, ill-health, domestic violence and child abuse. A child's education and health care are disrupted, sometimes beyond repair, and families are isolated both from their relatives and local communities.

The Green Paper is not only bad news for families, it is also bad news for the Government. Temporary accommodation is extremely expensive and with the high level of breakdown these families experience, there is a cost for the future as more children need social services or run the risk of admission to care.

These are the people in greatest need. Are we to abandon the principle that that is a sound enough reason for them to be at the front of the queue?

Yours sincerely,  
ROGER SINGLETON,  
Senior Director,  
Barnardo's,  
Tanners Lane, Barking, Essex,  
January 21.

## Faith and freedom

From Dr Tony Sargent

Sir, I congratulate you on Bernard Levin's article, "A prisoner's testament" (January 18), relating how Mehdi Dibaj was jailed and threatened with execution in Iran for embracing Christianity and was freed after a worldwide campaign.

I have just returned from a visit to Pakistan and have colleagues with an interest in pastoral care of Christians in Saudi Arabia. In both these countries similar situations exist to those that led to the arrest and imprisonment of Mehdi Dibaj.

On democratic principles I would support requests by Muslims in the United Kingdom for their own schools and the development of Islamic cultural centres.

I respectfully ask that in Islamic countries the same facilities be available to Christians and that we be allowed to practise our faith without fear of imprisonment or death, and be spared the misrepresentation that belief in Jesus Christ as God's Son and our Saviour carries with it the implication of disrespect to the prophet Mohammed (peace be to his name), warranting the charge of blasphemy.

Yours sincerely,  
TONY SARGENT  
(Pastor),  
Worthing Tabernacle,  
Chapel Road, Worthing, West Sussex,  
January 25.

## Rogue geese

From the Head Master of Dauntsey's School

Sir, At Stourhead Gardens in Wiltshire the National Trust is offering, at 15p each, small brown paper bags labelled "Feed the Ducks".

I noticed that any children who persuaded their parents to accept the Trust's invitation found themselves feeding a host of voracious and aggressive Canada geese, which have been breeding, apparently unchecked, in recent years.

Their numbers are now considerable, to the disadvantage of nicer, smaller birds such as tufted ducks and grebes, and their deposits make walking and sitting on the lakeside grass increasingly unpleasant.

I would willingly pay rather more than 15p for a suitably filled bag labelled "Poison the Canada Geese". Alternatively, I'm willing to sponsor a "Prick the Goose Eggs" competition this spring.

Yours faithfully,  
CHRISTOPHER EVANS,  
Head Master,  
The Headmaster's House,  
Dauntsey's School,  
West Lavington,  
Devizes, Wiltshire,  
January 24.

## Alzheimer's hope

From Professor G. K. Wilcock

Sir, Annabel Ferriman's article today about tacrine, the new treatment for Alzheimer's disease, is timely. In clinical trials similar to those described, my colleagues and I have also treated a significant number of patients in our memory disorders clinic. We, too, have been impressed by the response to tacrine in some patients.

Even though it may offer only modest benefit to some sufferers, as there is yet no alternative effective treatment we firmly believe it should be available in the United Kingdom on the NHS. As the article says, concern has been expressed about side-effects, but if this group of compounds is carefully monitored by the prescribing doctor it has been shown in thousands of patients that these are not a problem.

That the drug is not available on

## Police and commerce

From Mr John Entwistle

Sir, The Liverpool Chamber of Commerce strongly supports the Government's proposals which would enable the Home Secretary to appoint five members, representing business, commercial and professional interests, to each police authority (letters, January 18, 26). It is high time that the business community, which pays vast sums by way of the business rate, had some representation.

The business community is the most substantial taxpayer and provider of local finance, and today its losses through crime are enormous. Clearly business wants to ensure that it has the best possible police cover and that its interests are fully taken into account.

Encouraged by the Government's proposals, this chamber, with the other chambers in Merseyside, has already arranged with the Merseyside Police Authority to have regular consultation meetings to initiate discussions.

I hope that this action will be merely a forerunner of the far more positive

arrangements which the Home Secretary wishes to implement.

Yours faithfully,  
JOHN ENTWISTLE  
(Chairman),  
Liverpool Chamber of Commerce and Industry,  
1 Old Hall Street, Liverpool 3,  
January 26.

From the Chairman of the Association of Metropolitan Authorities

Sir, Your leader, "British platoons" (January 24), claims that "new, pluralist forms of local governance... have strengthened community ties". These new systems largely involve the transfer of powers formerly exercised by local authorities to quangos comprising government appointees. Police authorities are the next candidate for this treatment.

George Orwell would be impressed by this redefinition of pluralism.

Yours faithfully,  
JEREMY BEECHAM,  
Chairman, Association of Metropolitan Authorities,  
35 Great Smith Street, SW1,  
January 24.

## Bond's baldies

From Mr James A. Oliver

Sir, May I distinguish one bald head from another (Telly Savalas obituary, January 24). It was the cat-stroking Donald Pleasence who played the megalomaniac Blofeld in *You Only Live Twice*. Savalas was the lineage-obsessed charmer in *On Her Majesty's Secret Service*.

Yours faithfully,  
JAMES A. OLIVER (Principal),  
James A. Oliver Consultants,  
Acres House, 69-76 Long Acre, WC2,  
January 24.

## Matchless trio

From Dr Joan Thirk, FBA

Sir, I read with interest the letter today in praise of Brian Johnston, Sir Matt Busby and Brian Redhead. I look forward to the day when it will be deemed unthinkable to put before us the names of three men, and tell us that they represent the character of the nation.

Yours faithfully,  
JOAN THIRK,  
1 Hadlow Castle,  
Hadlow, Tonbridge, Kent,  
January 25.



Mr Nicolas Adamson was in attendance.  
The Duchess of Kent, Patron, this morning visited Helen House, Leopold Street, Oxford, Oxfordshire.  
Mrs Julian Tomkins was in attendance.

General C.E.G. Carrington, CB, CBE, Representative Colonel Commandant, was host. Major General W.L. Whalley, CB, was Dined Out as a Colonel Commandant, Major General P.J. Sheppard, CBE, representatives of the Cooks' Company, the Gold and Silver Wyre Drawers' Company, the Carmen's Company and Mr A.G.M. Withers.

transient, was host. Major General W.L. Whalley, CB, was Dined Out as a Colonel Commandant, Major General P.J. Sheppard, CBE, representatives of the Cooks' Company, the Gold and Silver Wyre Drawers' Company, the Carmen's Company and Mr A.G.M. Withey, Chief Executive of REMPLOY, were among the guests.

[REDACTED]

US 488 or ring 174-229  
2307 for further information.  
Domestic Copyright: 1964 Appl. 2000  
Registered Charity No. 21781

[illegible]







# MOTORING

A new guarantee scheme on the quality of second-hand Fords could mean the end for unscrupulous dealers

## This is the end of the road for Arfur

Ford today launches a £10 million scheme aimed at ending the uncertainty of buying a used car by offering the same guarantees that go with a new model.

The scheme, called Ford Direct, heralds radical changes in the way second-hand forecourts are run, threatening to squeeze out dealers unable to match the guarantees of reliability which are offered by manufacturers and ending the age of sharp operators who have fleeced and cheated generations of second-hand car buyers.

Buyers of used cars are the driving force behind the entire car market in Britain, accounting for sales of six million vehicles a year — three times as many as new cars. Their trade ensures that dealers can move stock and make a profit at a time when margins on new cars have been pared to the minimum. But they also face the biggest risk because, if their car proves to have a serious fault or is unreliable, they are effectively stranded with little legal redress or

protection from financial loss or inconvenience.

Ford's plan is to bring used cars under its own wing before allowing them out to dealers for resale. The purpose is not just financial — one of the purposes of Ford Direct is to raise the reputation of the company's cars. Every rogue dealer who sells a second-hand Ford which turns out to be a "lemon" harms the image of the manufacturer, even though Ford had little control over the car.

Ford has a ready pool of vehicles which come from its own company use and cars sold into rental fleets which are turned over from new into auctions and second-hand sales within a matter of weeks in some cases.

Instead of being fed back into the market, Ford will bring the cars under one roof, a purpose-built "second-hand" factory where

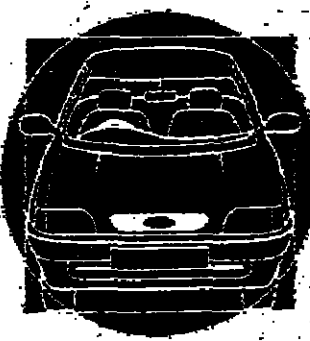
they will be checked, repaired if necessary, and given a clean bill of health.

The RAC will then give the car an independent inspection and its own seal of approval before releasing it for sale.

Each approved car gets a shiny, silver sticker as proof that it has been checked. If anyone removes it — for instance, to stick it onto a bogus used car — the sticker simply self-destructs.

Buyers also get a year's warranty cover and 30 days in which to exchange the car if they are for any reason unhappy with it.

The Ford Direct scheme will cover about 40,000 cars up to one year old this year — with a showroom value of about £300 million — but will expand to about 100,000 soon. Hopes are high, however, that cover will extend to older cars as the manufacturer



The Ford Direct logo

and its 410 main dealers build up experience with the scheme.

Ford could cause a revolution in the second-hand car business, forcing other manufacturers to follow suit. In spite of pioneering work by Vauxhall, with its 302 Network Q dealers who offer a 114-

point check, mileage verification and a year's warranty, there is scant reassurance for the vast majority of used-car buyers.

They set off more in hope than in confidence, almost expecting the worst, according to Ford research. Over 18 months, the company interviewed 27 groups of second-hand car buyers and discovered a deep well of suspicion and cynicism.

Ford also discovered that the aspirations of buyers were wildly different from the assumptions of dealers. While dealers believed that price was the biggest deciding factor before purchase, research showed that warranty coverage, quality and the service package were most important to buyers.

Tom Pallister, Ford's marketing director, said: "They were on opposite sides of the fence — which is not good. We realised that here

was a huge group of buyers not catered for who wanted reassurance about their cars, needed backup from the manufacturer and did not want to be left stranded when anything went wrong.

"From our point of view, cars sold by bad dealers do not do our image any good and we want to be sure that Ford cars are at their best when they are sold."

No wonder that used-car buyers want reassurance, as a debate in the House of Lords showed this week. The Government showed no signs of responding to calls for the strengthening of laws to stop "clocking", the illegal art of winding back the odometer to make a car seem younger and more sprightly than it really is — and to add hundreds of pounds to its value. It is a

practice that costs British consumers an estimated £100 million a year. HPI, the vehicle information service, also says that one in four members of the public who ask for a check on a used car discover that it has been recorded as a "write-off".

In other words, unscrupulous, or unwitting, dealers are lusting cars onto consumers which are either vastly over-priced or potentially dangerous.

The sheer scale of dissatisfaction has forced the Office of Fair Trading to announce an investigation into the second-hand car business. There is a wealth of material for the OFT to attack on behalf of the tens of thousands of used-car buyers who have suffered over the years.

However, Ford's initiative is the first step on a long road which could eventually drive out the worst dealers and consign the Arfur Daleys of the car world to the dole queue.

KEVIN EASON

## Safe — or bags of danger?

Kevin Eason investigates as fears grow over the safety of car airbags

Claire Fortescue's first feeling was relief as she surveyed the wreckage of her crashed Mercedes and realised that she was still alive. Her second was pain — the airbag designed to save her from injury had left her with a severely burnt hand.

Almost two months after the accident, she says that her hand is still sore, while her belief has been shaken in the equipment hailed by the car industry as the latest technology to protect drivers.

The reaction is understandable and widespread as other drivers report that they, too, have been burnt by their airbags. Two other women were reported as hurt within the space of a week after being in accidents, both in new Ford Mondeo's.

Part of the massive publicity drive for the Mondeo has surrounded the introduction of airbags as standard equipment and praise was heaped on the initiative when the model was named European Car of the Year. Now car makers are increasingly worried that they could face a spate of personal injury claims from drivers.

The irony could not be greater. The motor industry puts itself on the back for developing airbags as the biggest step forward in driver and passenger protection — and then drives straight into a public scare over their safety.

With airbags becoming common equipment on all sizes of car —

standard on all Ford cars with the introduction of the new Fiesta in the next few weeks — more cases like that of Ms Fortescue will raise questions over the safety of airbags. Drivers may have to accept that pain inflicted by the airbag is a lesser evil than the pounding they could face without protection.

However, it is also up to the manufacturers to tell motorists exactly how the airbag works. The three cases to come to light so far are remarkably similar. They all involve women of about the same height — around 5ft 6in — and all were burnt. The cases also shed some light on where the car makers should aim their publicity campaigns.

The airbag in Beverly Tumley's five-month-old Mondeo exploded correctly on impact when she hit a concrete bollard. A lipstick smudge found by Ford engineers afterwards was evidence that the bag had done its job in protecting Mrs Tumley's face.

But her carjabin and blouse were burnt through, leaving a circular mark on her upper body. Ford has sent the clothing to the Government's research laboratory at Aldermaston for independent forensic tests which, they believe, will confirm their findings that the burns were caused by the seat belt.

Mrs Tumley and her husband, Ian, are not convinced. Mr Tumley, a Cardiff policeman, said: "The mark was more like a circle. It was a big red mark, not like a burn



Claire Fortescue — she says she has lost faith in airbags after one exploded and burnt her hand when her Mercedes crashed

that would come from a seat belt."

He voiced the feelings of many drivers when he added: "You expect the airbag to save you from injury, not to cause one. This is something that the car companies should be looking at."

Susan Longworth suffered a Zing long burn on her right hand when the airbag in her L-registed Mondeo inflated in a crash. Mrs Longworth, of Knowsley Village, Liverpool, said: "There was a terrific bang and the airbag just exploded with a blue flash. I thought the car was going to blow up because there was smoke everywhere."

It is not just the impact of the crash that frightens drivers but the explosion and smoke that accompanies the airbag inflation.

For Ms Fortescue, who lives in Uckfield, East Sussex, it was a heart-stopping moment which has

been followed by weeks of discomfort with the first three fingers on her left hand burnt. "The experience has put me off airbags," she says.

Should that be her reaction? Not according to the engineers who make airbags and the statistics which show that they could cut the number of serious casualties by nearly a third.

John Charles, supervisor of Ford's passive safety programme, says: "There are cases of low-level injuries associated with airbags but they are very minor, usually scuffs and burns as the airbag inflates in the area where the driver holds the steering wheel. Minor injuries have to be put into perspective with the good that airbags can do in accidents by saving drivers and passengers from serious hurt."

The most up-to-date statistics come from America, where airbags

were introduced to overcome complex liability and freedom laws in states where seat belts are not compulsory.

The evidence is compelling. Researchers found an across-the-board reduction of 29 per cent in moderate and severe injuries in crashes where airbags were used.

Drivers stand to benefit most, with a 55 per cent reduction in deaths in road crashes as their heads and chests are protected from smashing into the steering wheel and dashboard.

The figures were impressive enough to convince UK car makers, and every company is now rushing into airbag production to catch up with the market leaders.

Autoliv — a British subsidiary of Electrolux and supplier to Ford — expects to make 250,000 airbags

this year, with further expansion to come as more cars are fitted with airbags.

Volvo is preparing to launch in August a side-impact airbag which will prevent driver and passenger banging against door. The Swedish company is absolutely convinced that airbags are life-savers.

So is Alan Watts. The Welsh motorist journalist was one of the first to discover the merits of an airbag when he was road-testing a Jaguar XJ6 more than a year ago. The car careered over a bank and crashed.

Mr Watts walked away unhurt — except for a minor burn to his hand. "The fact was that I walked away from that crash when I could have been seriously hurt," he said. "There was a slight friction burn but I was not much worried about that when it was compared with keeping my life."

## Price rise but air comes free

FORD is raising prices by an average 2 per cent, a little over the recent inflation rate. The annual price round takes into account a batch of safety improvements, including the introduction of airbags at no extra cost. Orders up to and including January 31 will be protected at current prices.

### Cheap service

CHANGES to routine servicing mean that Rover owners could save up to £345 on maintenance costs over 60,000 miles. The company has scrapped intermediate 6,000-mile servicing on Minis, Rover 216, 416, 620, 623 and 827 models and extended fuel filter and gearbox oil life.

### New Proton

PROTON, the Malaysian manufacturer, is introducing a new LSL model, with launch prices of £8,750 for saloons and £8,990 for hatchbacks — about £500 cheaper than the models they replace.

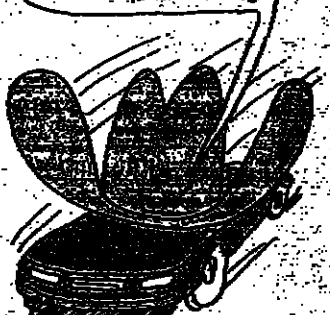
### Mercurian

WAITING lists are said to be running as far ahead as April for some models in the new Mercedes-Benz C-Class range. The German company was deluged with 3,000 orders at launch late last year and, with at least as many again still in the forward order book, the C-Class is likely to exceed sales figures of the 90 range it replaced.

### Honda a hit

XENOPHOBIA still rules in America. Import of the year, according to *Motor Trends*, was the Honda Accord. However,

WHERE DID YOU SAY THIS CAR WAS MADE?



about 70 to 80 per cent of Accords sold in America are made in Ohio and have more than 80 per cent domestic content. *Family Circle*, another American magazine, named the Nissan Altima as its favourite import, although the car is made in Tennessee. Well, they sound foreign.

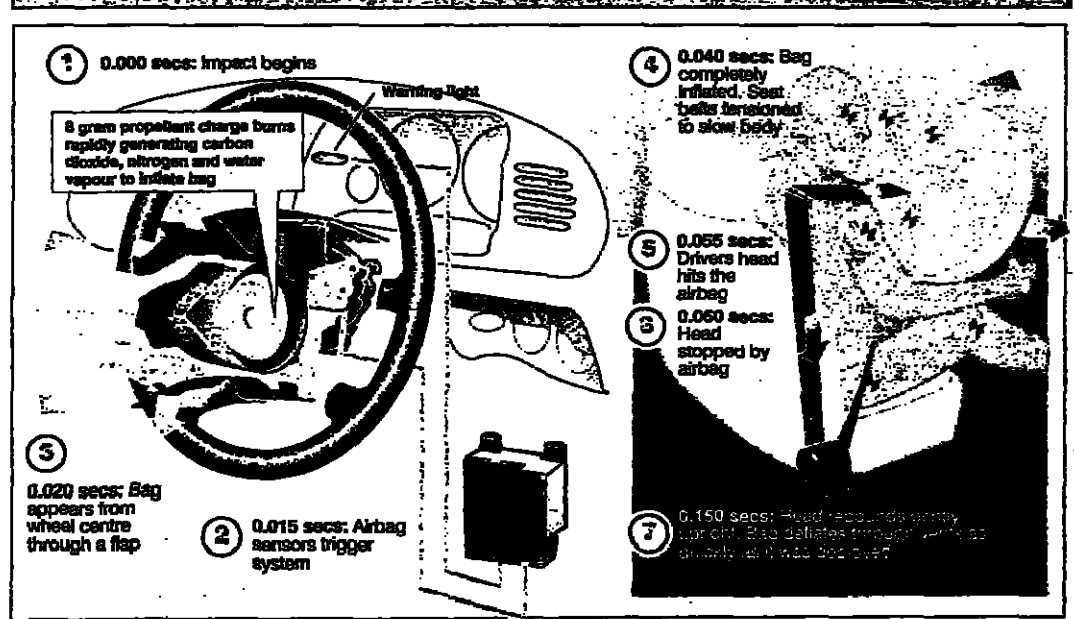
### Thief wars

CORNHILL Insurance is offering discounts of up to 10 per cent to motorists who fit approved deterrent equipment to their cars. The company is joining a growing list of insurers willing to encourage drivers to fit alarms, immobilisers and other devices to thwart thieves, who cost the industry £400 million a year.

The devices have to be on the list approved by the Association of British Insurers (available by telephone on 071-600 3333 or from your insurer).

An immobiliser system claimed to beat thieves because it does not display telltale wiring is the Car Guard 2000. Car Guard has approval from the insurers in Britain and meets standards in Germany, France and the Netherlands. The system costs £150 — details from Car Guard Systems (0703 870826).

### HOW DRIVERS CAN BE SAVED IN THE BLINK OF AN EYE



AN airbag explodes out of the steering column with loud noise at the speed of a gunshot.

Because the explosive charge — 8 grams of nitro-cellulose — is housed in the car, dealers have to register their workshops under the Explosives Act. However, nitro-cellulose is not generally regarded as a dangerous material.

The system in the Ford Mondeo is designed to be fail-safe, governed by two separate sensors. The main sensor is a small computer "brain" programmed to read the acceleration and deceleration of the car.

As soon as it measures a deceleration force which translates into an impact above 19mph (30kph), it sends a signal demanding the inflation of the airbag. That signal has to be confirmed by a second mechanical sensor which measures the deceleration force.

### Two computer 'brains' are alert for danger

Once the two agree, they tell the ignition unit to fire its charge within 20 milliseconds of impact — quick enough for the bag to be fully inflated before the driver's head hits it. At the same time, tensioners grab the seat belt, taking up any slack.

The entire process is then over in the blink of an eye. As the nylon bag inflates, it forces apart the hub of the steering wheel which is divided along hidden "split lines".

Thirty litres of gases — forced through a catalyst to turn them into a benign cocktail of carbon dioxide, nitrogen and water —

completely inflate the bag in 40 milliseconds. In just over a second, the gas is vented under pressure through a hole in the back of the bag facing away from the driver.

Accusations that hot gas could be blamed for burns to drivers are yet to be proved. Ford says that the gas reaches about 100C at its peak, but is cooling rapidly by the time it vents from the bag. There are no recorded cases in the UK of an airbag exploding inadvertently.

Most drivers are unprepared for the spectacular explosion which accompanies the inflation of the bag. There is also a smell of burning from the expended detonator and clouds of what is apparently smoke.

Drivers should not be worried. The smoke is talcum powder, applied to the airbag to stop it sticking in its housing.

Mazda tore apart 60 European cars, including BMW, Audi, Jaguar and Mercedes-Benz models, as well as 120 Japanese-made saloons, when it decided to build a contender in the fight for a slice of the lucrative prestige saloon-car market.

Each rival vehicle was scrutinised in detail, and its strengths and weaknesses carefully assessed. The result is the Xedos 9, launched this week.

Underlining Mazda's aim to compete more effectively in Europe, the Xedos 9, the result of five years' work, was styled in Germany — the first to be styled outside Japan. It is built at a new factory in Hofu, Japan.

At £24,399, the car is excellent value. It comes only with a four-speed automatic gearbox, with a 2.5-litre, V6 engine, and a comprehensive array of standard equipment including airbags for driver and front passenger, traction control, an advanced alarm and ignition immobiliser, cruise control, air-conditioning, electric sunroof and electric windows and remote-central locking, as well as seat-belt pre-tensioners.

The first impression for a tall driver is of a bad seating position behind a steering wheel which, though adjustable, partly obscures the main dials. Headroom is limited. The car is supremely quiet with a smooth and unobtrusive engine, and excellent sound deadening to isolate the occupants from road and wind noise.

An enthusiastic right foot is needed to take the car's response from relaxed to eager. When pushed hard there is a surge as the engine responds. The 130mph

## Mazda guns for Jaguar

New contender in prestige market

top speed should make continental cruising comfortable, but performance at low speeds is somewhat disappointing.

At motorway speeds, there is no fuss, and the Xedos 9 is clearly operating so far within its capabilities that the driver is totally



Mazda Xedos luxury as standard

relaxed. If there is a fault, it is that the power steering becomes vague in strong cross-winds. The standard, and easily adjusted, air-conditioning is impressive.

Mazda sets the need to be different and knows that individuality sells cars. The pretty and curvaceous Xedos 6, the sporty MX-3 and the 160mph RX-7 have created a distinctive profile for Mazda.

John Ebenezer, Mazda UK's chairman, says: "It is important for us to be different if we are to

succeed, and we have an ideal to become the most innovative and distinctive car manufacturer in the world."

"The Xedos 9 is our European flagship saloon, and capable of matching the competition from any European manufacturer in the exclusive and prestige sectors."

Is the Xedos 9 different enough to compete? Certainly the car's front — like its critically acclaimed Xedos 6 little sister — striking and aggressive without being brash.

By the time the eye reaches the back half, though, you realise that the creative team's imagination has run out, and in profile it could be any Euro-box look-alike. Inside, all is monochrome, with dull, grey cloth upholstery and black plastic. The impression is of sitting in almost any Japanese saloon.

Mazda is bullish about the car's prospects. There will be no dealer discounts, so buyers who like to haggle can look elsewhere. Having priced the car at £24,399, Mazda insists the Xedos 9 will find its true competition among cars costing up to £8,000 more, positioning it firmly in Jaguar territory. This is partly because the Xedos 9 comes with a long list of standard equipment which on the competition comes mostly as costly extras.

Mazda Xedos 9: 2.5-litre, V6 petrol giving 168bhp at 6000rpm, through a four-speed automatic gearbox. Top speed 130mph, 0-60mph in 11 seconds, 21.9mpg in town, 40.9mpg at 56mph. Price: £24,399.

VAUGHAN FREEMAN

1993L ROVER 214SLI 5

£220

£8995

£220

1993L ASTRA 1.6LS 5 door

MANN EGERTON











INFOTECH 28-30

Noting the music by machine — in a matter of minutes

ARTS 31-33

Joanna Lumley is Absolutely Fabulous again

SPORT 35-40

Course record puts Els in driving seat

WHEN LAWYERS MUST PAY UP  
Law Report 34

# THE TIMES

FRIDAY JANUARY 28 1994



Gerry Robinson, left, and Alex Bernstein, Granada chairman, believe their company is the obvious partner for LWT in an independent TV sector rapidly coalescing into larger groups

## O'Reilly makes rival bid

By ALEXANDRA FREAN  
MEDIA CORRESPONDENT

TONY O'Reilly, the Irish newspaper publisher, has launched an offer for nearly a quarter of the equity of Newspaper Publishing, owner of *The Independent* and the *Independent on Sunday*.

Under the terms of the deal, Dr O'Reilly is making a subscription offer for 24.99 per cent of the equity at £3 per share. He is making a partial offer for a further 20 per cent of the equity of Newspaper Publishing at £2.50 per share.

The deal is worth £32 million in total, of which £21 million represents fresh funds for the paper. Dr O'Reilly would have either one or two seats on the board. Under the complex terms of the deal, he would not end up with more than 24.9 per cent of the company. This would forestall an enquiry by the monopolies commission.

Dr O'Reilly, who is chairman of Irish independent newspapers and heads the Heinz food group, is in talks with United Newspapers, publisher of the *Daily Express* and *Sunday Express*. This would give United the *Independent's* lucrative printing contract, but United would not take an equity stake.

The terms of a rival bid from a consortium involving Mirror Group Newspapers are expected to be announced this morning.

## Laurentian fined £70,000 by Lautro

By SARA MCCONNELL  
PERSONAL FINANCE  
CORRESPONDENT

LAURENTIAN Life was fined £70,000 by the Life Assurance and Unit Trust Regulatory Organisation (Lautro), yesterday for "serious" rule breaches going back over six years.

The fine follows inspections by Lautro between 1990 and 1992 that uncovered continuing widespread mis-selling and other rule breaches. Lautro said Laurentian had failed to ensure its sales staff gave customers best advice and had filled in "fact-finds" to show they had done so.

Laurentian confirmed that a number of investors stand to receive compensation. Many

Compensation will be paid to Laurentian Life policyholders who have been mis-sold insurance products by its salesmen to make sure they suffer no loss

were wrongly sold whole-of-life plans, which pay a generous commission but lock the customer into paying premiums for life.

Others were wrongly sold endowment policies to cover mortgages. The company declined to give precise figures on the amount of compensation it faced paying, but claimed "only a small number of investors" were affected.

The fine is much lower than some levied recently. Colin Hawtin, Lautro's head of poli-

cy, said of Laurentian: "Its whole system isn't falling apart. It does have systems in place". The £70,000 fine reflected Laurentian's repeated failure to comply with rules and tighten procedures.

The problems at Laurentian came to light in September 1990 when Lautro discovered that the company's procedures for monitoring advice and checking salesmen's fact-finds were "inadequate".

Laurentian promised to tighten up its procedures.

However, on two return visits, in January and July 1992, analysis of several hundred fact-finds revealed 23 cases where investors could not afford the policy they had taken out, 64 cases where unsuitable policies were recommended, and five cases where investors were advised to cancel existing policies (which would almost certainly lose them money).

In a further 71 cases, the fact-finds had been completed so cursorily that it was impossible for inspectors to decide whether suitable advice had been given. In nine cases, investors' existing policies were not recorded on the fact-finds.

Lauro brought in Tillinghast, a firm of consulting actuaries, which opened the files of 3,000 investors who took out policies with Laurentian between 1988 and 1992. It confirmed Lautro's findings and Laurentian was forced to contact the clients affected.

Paul Stott, of Laurentian, said most of the problems had arisen because of incomplete fact-finds. He said: "We were then left with a small number of people who had been sold inappropriate policies". These people are being offered compensation. However, the majority have opted to take out another Laurentian policy instead, he said.

The company has changed its procedures so that every fact-find has to be shown to its compliance officer before the sale goes on the books.

## Granada attacks LWT 1993 profits

By MARTIN WALLER, DEPUTY CITY EDITOR

GRANADA Group, locked in a £728 million takeover battle with LWT (Holdings), the London weekend broadcaster, has launched an astonishing attack on LWT's profit performance for 1993, which has been used by the latter to bolster its defence to the bid.

Gerry Robinson, Granada's chief executive, said the figures, estimating pre-tax profits of £43.8 million for 1993, well ahead of all market estimates at the time, required "some careful scrutiny" and had been "generated in the heat of the takeover". He added: "We will not be using those numbers for internal purposes."

Mr Robinson said the TV business was an unusually transparent one in accounting terms, where profits were

normally reflected by cash generated. But this had not happened at LWT in 1993, with reported profits significantly outstripping actual cash earned. Shareholders should therefore draw their own conclusions, he said.

Under City rules parties to a takeover are strictly limited in what they can say.

LWT said the figures had been fully audited by KPMG, the accountant, and had the full support of Cazenove & Co, the company's broker.

Mr Robinson said Granada was LWT's natural partner in an independent TV sector that was rapidly coalescing into larger groups, despite his quarry's efforts to find a "white knight".

Pennington, page 23

BUSINESS EDITOR  
Robert Ballantyne

## BUSINESS TODAY

### BLUE COLLAR

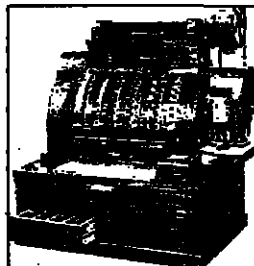


Why has well-educated 28-year-old Emily Stewart chosen to become an organiser with an American trade union? Page 25

### LESS BLUE

Severe price competition delayed recovery at the British end of IBM, but losses have been cut Page 23

### RINGING OUT



National Cash Register has consigned more than a century of business to the history books Page 22

### RINGING UP

British Gas will be able to charge an estimated £30 million extra as compensation for lost sales Page 22

## Six individuals face SIB ban

By SARA MCCONNELL AND PATRICIA TEHAN

THE Securities and Investments Board has told six individuals in the investment industry that they face a ban under Section 59 of the Financial Services Act from conducting investment business. This is the first time SIB has used this previously untested power under the Act.

In August, Andrew Large, SIB chairman, said the regulator had "found a way to put Section 59 to good use in a way which will not impose undue

burdens on the industry". SIB confirmed that six people face a ban, but declined to name them or confirm that they had been notified of the regulator's intention to serve a Section 59 notice. The individuals have a month to decide whether to agree to SIB's decision to ban them, or to appeal to the Financial Services Tribunal. The Financial Services Tribunal is run by the Treasury, which also appoints the members of the committee.

SIB has used the committee before, in cases where firms directly regulated by SIB have appealed against a direction made against them by the chief regulator. The value of fraud against British firms increased 11 per cent to £704 million last year, even though cases in which charges were made fell from 83 to 53. Investors were hardest hit by fraud last year: £499 million of charges involved crime against them.

SIB has used the committee before, in cases where firms directly regulated by SIB have appealed against a direction made against them by the chief regulator.

The value of fraud against British firms increased 11 per cent to £704 million last year, even though cases in which charges were made fell from 83 to 53. Investors were hardest hit by fraud last year: £499 million of charges involved crime against them.

## M&S and Burton point to patchy recovery

By SUSAN GILCHRIST

FURTHER evidence of the patchy nature of the consumer recovery emerged yesterday as two of Britain's leading retailers — Marks and Spencer and Burton — delivered lacklustre news on current trading.

M&S said sales in November were disappointing, while turnover for the six weeks to January 1 was simply "in line with expectations". The company declined to elaborate further, and the

shares fell 15½p to 426½p. The cautious tone of the statement appeared to confirm the view that there is no consistent pattern of recovery in high street spending.

Burton warned shareholders at its annual meeting that increased promotional activity by its competitors meant group sales were flat for the 21 weeks to January 22. The shares slipped 84p to 584p as analysts downgraded full-year forecasts by about £10 million, to between £40 million and £45 million.

Sales at Debenhams rose by 5 per cent, but were offset by a 5 per cent decline in its multiple chains such as Burton's and Dorothy Perkins.

John Hoerner, Burton chief executive, said sales were affected by the brand repositioning programme, which has reduced the scale of markdowns. Although the group is selling more products at full price, gross margins fell by 1.5 percentage points as opening price points had to be pitched aggressively to compete.

A cautious note was also struck by Derek Hunt, chairman of MFI, the furniture group, despite a 14 per cent rise in sales since Boxing Day. He said consumer spending could be hit by tax increases in April. Such fears are supported by this month's consumer purchasing intentions survey, from Verdict retail consultants, which shows the first fall since September.

MFI advance, page 23  
Tempos, page 25

STOCK MARKETS		THE POUND		GOLD	
FT-SE 100 3427.3 -8.8	DOW JONES 3808.13 +1.13	Dm 2.6037 -0.0049	US \$ 1.4928 +0.0003	BRENT CRUDE \$14.28 per barrel (Mar)	
LONDON CLOSING FIGURES					

## Maine-Tucker Recruitment Consultants

**If You Need More Hours In The Day**  
*Then something is wrong with your Secretary.*

*If you're opening your own post  
Then your Secretary isn't getting to work on time.*

*If you're losing time dictating letters  
Then your Secretary's skills are just not good enough.*

*If you're missing out on vital company information,  
like fitting in the next board meeting  
Then your Secretary isn't organising your diary properly.*

*If you're wondering how you're going to survive the  
pressures of 1994 without the very best Secretary  
by your side*

*Then, better call Maine-Tucker Recruitment in.*

There is only one Company to send out into the market place to secure a quality secretary & that's Maine-Tucker. What's more we guarantee every person we find for three months - a 100% refund guarantee for all three months!

We provide top drawer Secretaries up & down the country and for companies abroad. There is only one proviso - we will only recruit the best.

18-21 Jermyn Street, London, SW1Y 6HP  
Telephone 071 734 7341 Fax 071 734 3260



## Defence export orders head for record £5.5bn

By ROSS TIEMAN  
INDUSTRIAL CORRESPONDENT

EXPORT orders won by Britain's biggest industry, defence equipment, reached a new record last year, Jonathan Aitken the defence procurement minister, revealed yesterday.

Although final figures are still being compiled, the minister told a London conference on defence industry prospects that "they were record breaking figures". First estimates are understood to show that new overseas orders were £5.5 billion, compared with £5.2 billion in 1992. That would put Britain's share of the world trade in new defence equipment at about 21 per cent, compared with 20 per cent.

Among key contracts were orders for 48 Tornado bombers for Saudi Arabia, Challenger tanks for Oman, Warrior armoured vehicles for Ku-

wait, and corvettes for several overseas navies. Mr Aitken said: "The industry's success in overseas markets complements diversification efforts in helping the industry adjust to declining arms purchases in the United Kingdom. Britain's defence budget is poised to fall from £23.4 billion in 1993/4 to £22.8 billion in 1996/7. Although the sums involved remain huge, when adjusted for inflation UK defence spending would show a 16 per cent fall between 1991 and 1997, Mr Aitken said.

Although equipment sales make up around half the spending, the minister said the proportion of the budget available to private sector firms is rising. Mr Aitken told manufacturers and analysts at a conference organised by Panmure Gordon, the brokers, in London that contracting out and market testing were providing valuable savings for

the taxpayer, and opportunities for industry. Some £1.2 billion of military support services are already being market tested, he said. Typically, savings averaged between 20 and 25 per cent, Mr Aitken said.

Competing in-house bids were sometimes chosen. But the threat of competition often spurred efficiency gains. Army engineers had cut the time needed to refurbish a main battle tank from 34 weeks to 19. The Ministry of Defence was also reviewing work practices and staffing of the Defence Procurement Executive to see whether procedures could be simplified and employee numbers cut.

Several huge contracts are expected to be placed this year. The MoD has already ordered 18 new Sea Harrier planes, worth £300 million in total, from British Aerospace. Lockheed, the American plane-maker,

is campaigning for a £900 million order to replace half the RAF's ageing Hercules transports. BAe is pressing for refurbishment until it can offer a four-engine jet in collaboration with European partners in the Future Large Aircraft programme.

Mr Aitken is believed to favour buying some new planes from Lockheed, while keeping open the choice between the Hercules and the FLA to replace the rest of the RAF transport fleet early in the next century.

Discussions are continuing with Westland over an order for 18 to 24 EH101 utility helicopters. Boeing is in similar discussions about a second contract for larger Chinooks. Westland is also involved with a consortium of bidders for a £2 billion-plus contract to supply the Army with 80 or 90 attack helicopters.

Vosper Thornycroft, the Southampton shipbuilder, is believed to be

front runner for a contract to build four new minehunters, with three more to follow. A consortium comprising GEC, British Aerospace and Vosper is also competing with VSEL and Hunting Engineering to be prime UK contractor on the pan-European future frigate programme. An invitation to tender to build new Trafalgar class nuclear attack submarines will be issued this year.

In total, 440 UK companies derive revenues of more than £1 million a year from sales to the Ministry of Defence, including the Forte hotel group and BT, the telecommunications company. In the year to March 1993, the biggest beneficiaries of defence purchases were BAe, Rolls-Royce and VSEL, which each had MoD sales of more than £250 million. Vickers and Westland both sold more than £100 million to the MoD.

## MCI slides despite rise in last-quarter revenue

MCI, the American telecommunications group in which BT proposes to take a 20 per cent stake, saw net profits slide to \$107 million from \$160 million in the fourth quarter of 1993. Revenues improved 13 per cent to \$3.13 billion, but earnings declined to 18 cents a share from 30 cents. In 1993, net profits advanced to \$626 million from \$589 million, although after adjusting for an accounting charge, the figure was reduced to \$581 million. Earnings were \$1.12 a share (\$1.04 after charges) against \$1.11 in the previous year. Sales increased to \$11.92 billion from \$10.56 billion.

Meanwhile, AT&T earned \$982 million in the fourth quarter, after accounting charges and restructuring costs incurred by its computer subsidiary. In the fourth quarter of 1992, earnings were \$1 billion. Revenues rose 5.5 per cent to \$18.46 billion from \$17.50 billion. Despite the fourth quarter profit there was a total loss of \$3.79 billion in 1993 after charges, against earnings of \$3.81 billion.

## Prism increases payout

PRISM Leisure Corporation, the music and computer games distributor expects a significant advance in full-year profits. The prediction came as the group disclosed that pre-tax profits jumped 35 per cent to £649,000 from £478,000 in the 27 weeks to October 2. Turnover in audio and video declined slightly. Prism reported good trading over the Christmas period. The interim dividend is increased by 28 per cent to 11.5p a share (0.90p), on the back of earnings per share that were ahead 29 per cent to 4.9p (3.8p).

## Rank names chairman

RANK Organisation, the leisure group, has ended its long search for a new chairman with the appointment of Sir Denis Henderson, the chairman of ICI and Zeneca, as a non-executive director. Sir Denis will take over from the current chairman, Sir Leslie Fletcher, early next year. Sir Leslie agreed to stand in as chairman after the death of Sir Patrick Meany in July 1992. During that time about a dozen candidates were put up by headhunters. Sir Denis, 61, is to retire from the chairmanship of ICI and Zeneca next year.

## Japan helps lift Unitech

UNITECH, the electronics components group, benefited from Nemco-Lambda, its 50.6 per cent owned Japanese subsidiary, in the six months to November 30 and group pre-tax profits rose from £4.55 million to £7.36 million. Interim turnover was £144.5 million (£117.2 million). In recent months the group says there has been an improving sales trend in most regions. Peter Curry, chairman, says there was a £1.2 million pre-tax profit from currency movements. The net interim is 2.24p compared with 2.1p.

## Queens Moat posts

QUEENS Moat Houses, the financially stricken hotels group, has appointed Michael Beckett and Richard Jewson as non-executive directors on the board's audit and remuneration committees. Mr Beckett is chairman of Horace Clarkson and Watts Blake Beane, and a director of Amstrad and BFB Industries. Mr Jewson, formerly chairman of Meyer International, is a non-executive director of Anglian Water. Trading in Queens Moat shares was suspended in March 1993.

## BCCI summonses

THE United Arab Emirates has issued two summonses to bring Agha Hassan Abedi, the Pakistani founder of the Bank of Credit and Commerce International, to trial for his alleged role in the bank's collapse in 1991. Mr Abedi failed to respond to a summons issued on January 5 requiring him to appear in the Emirates on January 22. He and 12 other former BCCI executives face civil and criminal proceedings relating to £10.3 billion. Mr Abedi is now required to appear on February 5.

## Misys profits up 19%

MISYS, the computer systems to financial services company, boosted profits by 19 per cent at the halfway stage. Lower sales to new customers were offset by increased sales to existing customers, and in the six months to November 30 the company increased taxable profits to £8.01 million from £6.76 million. Earnings per share rose from 11.9p to 14.3p, and the interim dividend is up 15 per cent to 3p a share from 2.6p. Misys finished the period with cash balances of £23 million.

## William Baird warning

DISAPPOINTING Christmas trading forced William Baird, the textiles group, to warn that second-half profits would be similar to last year's £14.1 million. The share price slipped 2p to 249p at yesterday's close. The group said a small third quarter improvement had not been maintained and trading deteriorated in the final quarter, particularly in branded ladies wear where margins were reduced to clear stocks. TheBerkertex brand's performance was "particularly poor".

## Farepak raises dividend

FAREPAK, the mail order distributor to food processing group that moved from the USM to a full listing last year, increased its number of agents from 55,000 to 70,000 for the Christmas 1993 bumper season. The company made its customary first half loss in the six months to October 31, as the period does not include the bumper season. The losses increased marginally from £1.4 million to £1.5 million, due to higher mail order costs. The interim dividend is increased to 1.85p from 1.65p.

## Regulator relaxes British Gas price cap

■ Ofgas has signalled a belief that, in the future, competition will be effective in restraining prices in both commercial and industrial markets.

By ROSS TIEMAN, INDUSTRIAL CORRESPONDENT

HOUSEHOLD gas users must pay more to compensate British Gas for losing sales to more profitable business customers, Clare Spottiswoode, the head of Ofgas, has decided.

In her first key ruling since taking office in November, the Director-General yesterday relaxed the formula capping British Gas household prices from inflation-minus-five per cent to inflation-minus-four per cent. The change will enable the company to charge households some £30 million more in a full year, City analysts said.

The price cap relaxation is designed to compensate British Gas for the faster-than-expected loss of market share in industrial and commercial markets, and a reduction in the threshold of competition introduced by Tim Eggar, the Energy Minister, in the autumn of 1992.

British Gas welcomed the change, insisting it was overdue. However, Ian Powe, director of the Gas Consumers Council, said: "If the price of competition is bigger bills, consumers may prefer it had not been invented." He added: "British Gas deserves no favours after admitting it can shed 20,000 jobs and save £370 million in annual salary costs."

In making the adjustment, Ms Spottiswoode, a former Treasury mandarin and self-made businesswoman, has followed the recommenda-

tions of an 18-month enquiry by the Monopolies and Mergers Commission.

The adjustment, she said, was "intended to strike a broad balance between the need of British Gas to attract capital, which has been affected by the introduction of competition, and the interest of consumers in maintaining low prices".

However, at the same time she has reduced the scope of the formula to cover only the tariff market below 2,500 therms. This includes almost all supplies to Britain's 184 million household gas users in addition to many small businesses.

However, it indicates a fundamental shift in the attitude of Ofgas to British Gas's role in industrial and commercial markets, where the company has faced rapidly accelerating competition. In effect, Ms Spottiswoode has signalled a belief that competition will henceforth be effective in restraining prices in commercial and industrial markets, and price controls are therefore no longer needed.

According to British Gas, rivals now command 73 per cent of the firm contract market for gas among customers using more than 25,000 therms a year. Only two years ago, the figures were reversed, with British Gas holding 76 per cent against 24 per cent for the independents.

Temps, page 25

## BMW reports it is 'clearly in profit'

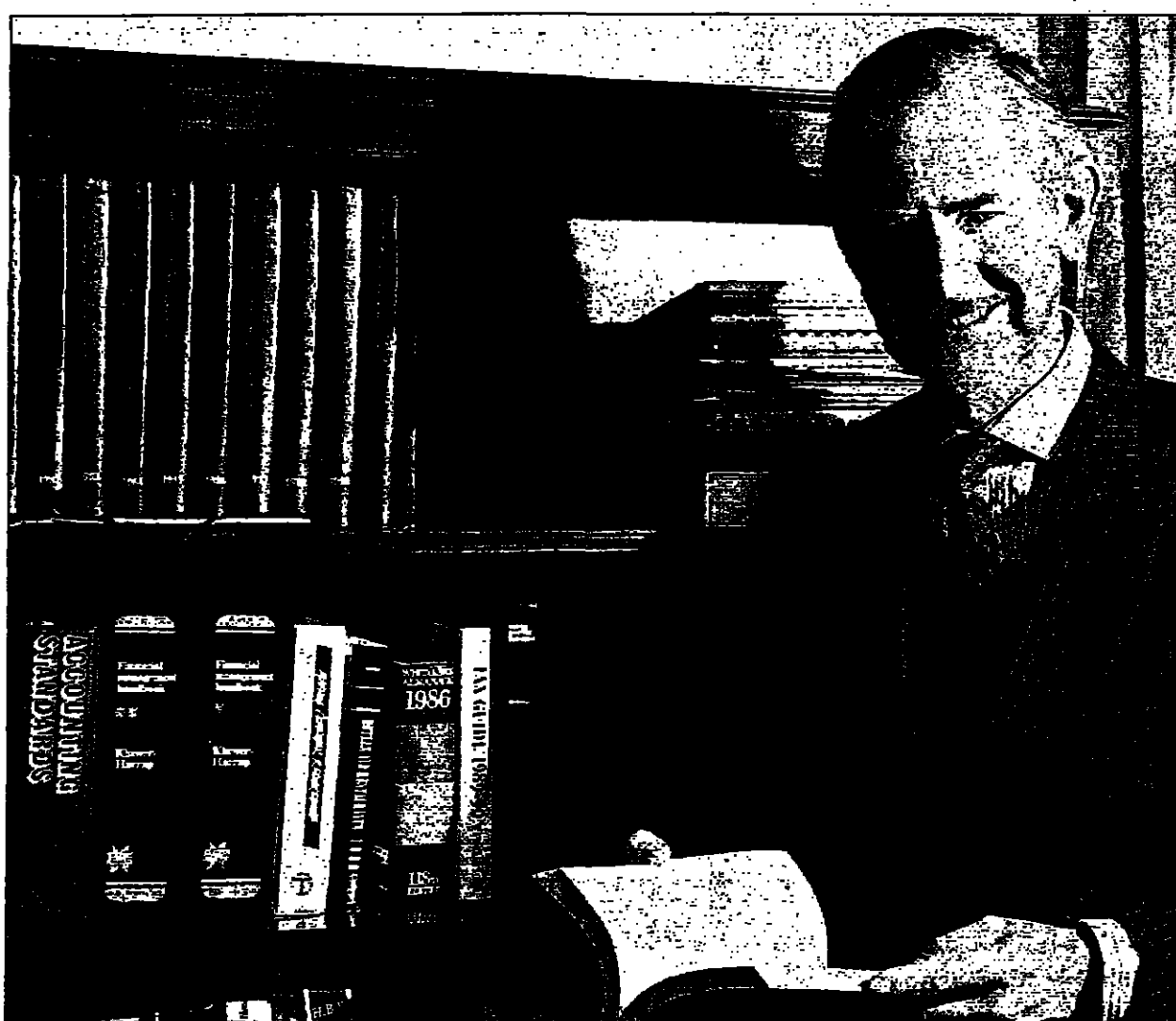
By COLIN NARBROUGH, WORLD TRADE CORRESPONDENT

BMW, the high performance carmaker from Bavaria, provided one of the few rays of light to alleviate the gloom over Germany's recession-hit car industry, with its report that the company was "clearly in profit" last year and expects a real turnaround this year.

In an upbeat letter to shareholders yesterday, BMW said its market position and new product range would give it a good starting position in the increasingly competitive

world market. However, the company was unable to prevent sales falling 7.5 per cent last year to DM29.9 billion.

The German automobile association yesterday predicted that car output would stagnate in Germany this year at the 1993 level of 3.75 million units. Output fell by 23 per cent last year. The association said that the gross return on sales for the car industry also fell to minus 1 per cent from 1.5 per cent in 1992.



Graeme Odgers gave warning that utilities in future would find themselves subject to intense scrutiny

## ECGD lifts surplus to £740m

By OUR WORLD TRADE CORRESPONDENT

IMPROVED economic conditions in many markets, which allowed lower provisions and a reduction in claims, helped the Export Credits Guarantee Department's (ECGD) to more than double its trading surplus to £740 million last year. Brian Willott, chief executive, said.

Presenting the medium and long-term credit insurance agency's annual report for the year to March 31, 1993, he said total new business this year is likely to be "as strong" as last year's £3.8 billion, which had represented a rise of 80 per cent.

Mr Willott said that even excluding the huge Black Point power project in Hong Kong, the level of business supported by the ECGD was up 50 per cent last year, displaying a "strong trend" that had continued this year. "ECGD's results reflect a strong performance by British exporters, especially in the Far East," he said.

Premium income on new business jumped 66 per cent to £133 million, but the ECGD has made very substantial reductions in premium rates, and increased cover to more countries, making a smaller rise in income likely this year.

## MMC set to target utilities over unfair competition

By PHILIP BASSETT, INDUSTRIAL EDITOR

PRIVATISED utilities are likely to be increasingly investigated on grounds of unfair competition, the Monopolies and Mergers Commission indicated yesterday.

Graeme Odgers, chairman of the commission, praised the Government's privatisation strategy, but gave warning that utilities such as BT and the electricity and water companies would find themselves subject to intense scrutiny.

Speaking at the launch of the commission's annual report, Mr Odgers said that the move from nationalised industries to private companies over

the last decade had been so extensive, the development of competition so fundamental and the issues so complex that "it could well be that disputes might occur which might ultimately have to be resolved by the MMC".

While the Commission supported the division of powers on the regulation of competition between itself, the Office of Fair Trading and the Department of Trade and Industry, it disclosed in its report that the five-yearly review of its activities carried out for the DTI by consultants Price Waterhouse had recommend-

ed improvements in the relationship between the MMC and the OFT so that unnecessary burdens were not placed on businesses.

Mr Odgers also disclosed that the MMC had given consideration, to criticisms in public. He maintained he had an open mind on the issue, but said he had not yet been persuaded of the value of public hearings as a better means of getting at the truth of a market or a monopoly.

Pennington, page 23

## Help urged for ailing firms

By PATRICIA TEHAN, BANKING CORRESPONDENT

PEN Kent, a director of the Bank of England, has urged banks and creditors to work together to help companies that get into financial trouble.

Addressing the Association of Corporate Treasurers in London yesterday, Mr Kent said the "London approach", under which the Bank encourages creditor banks to work together to support companies in financial difficulties, could be extended to include other creditors. The Bank has acted as peacemaker on 150 individ-

ual workouts, trying to secure arrangements for the survival of basically sound businesses.

Mr Kent said many of the cases of firms in financial difficulty should have been avoided and suggested some form of dialogue among the various parties involved.

He proposed: "A mechanism for a moratorium on creditor demands, and the possibility of creditor approval by the courts of a financial restructuring by majority might support the 'London

approach". And he criticised banks for their lack of understanding of their customers' financial position, saying "banks have not attached enough importance to information about borrowers".

With the development of a distressed debt market in the UK, Mr Kent suggested that there "is scope for the development of a code of good practice" to ensure that the buyers of such debt are clear that they must abide by the "London approach".

## NCR discovers it is part of the Solutions

By NICK NUTTALL, TECHNOLOGY CORRESPONDENT

NATIONAL Cash Register, the company that for more than a century has warned the hearts of retailers with its ringing money tills and, latterly, its beeping bar-code readers, was consigned to the history books yesterday.

Henceforth, its wares, first unveiled to the British public at Liverpool's International Exposition, in 1885, will be known as the less than snappy AT&T Global Information Solutions following AT&T's takeover three years ago.

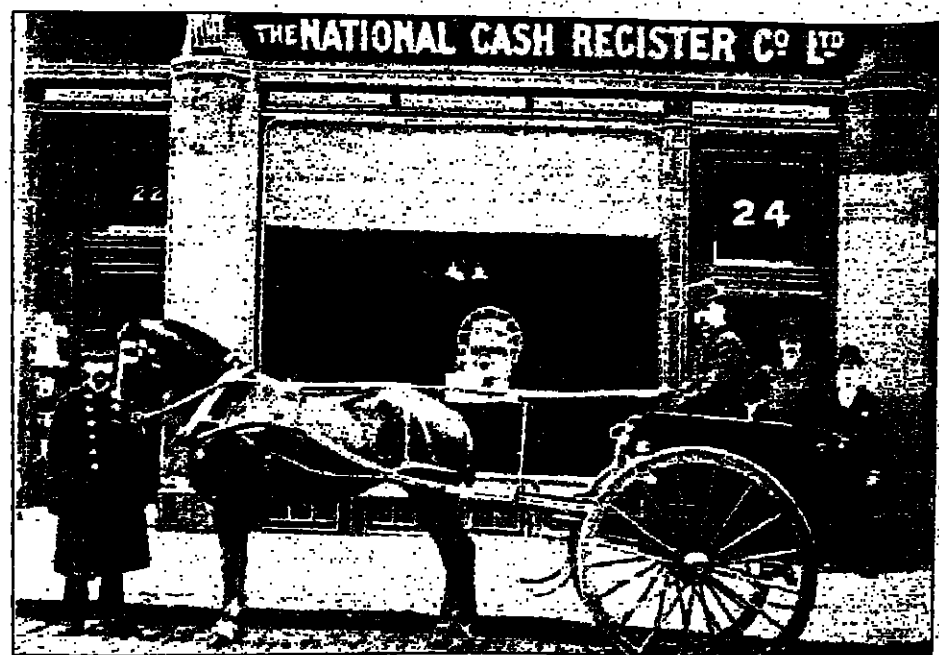
Whether abandoning a name that has taken decades to build proves wise remains to be seen. A senior marketing consultant said yesterday: "It is like renaming Coca-Cola, 'Thirst Solutions Inc' or Hoover, 'Carpet Beater and Dust Extractor International'."

The company history began

in Dayton, Ohio in 1879. James Ritty was worried that staff in his bar were being light fingered so he patented a cash till based on a ship's telegraph. John Patterson, a coal merchant, bought Ritty's company in 1884, renaming it National Cash Register.

JW Allinson, a Liverpool publican, made the tills a household name in Britain when he became the first international sales agent after a trip to a Chicago trade fair. A manufacturing plant was set up in Dundee in 1947.

Ian Ormerod, the company's archivist, said: "By the 1950s virtually every shop in Britain had a cash register made by NCR or Gledhill's of Halifax." Many of the early bronze machines are increasingly appearing at auction houses as collectors items.



NCR, founded in 1884, passes into history, becoming AT&T Global Information Solutions

## Cruise QE2 across the Atlantic. Fly Concorde the other way FREE.

There are so many ways to make the incomparable QE2 experience part of your next trip to the States. Book Grill class\* one way and enjoy Concorde supersonic luxury the other at no extra cost. Or, from just £945, you can sail QE2 one way, and get a free economy flight to or from any US city served by British Airways. Best of all, cruise QE2 round trip.

See your travel agent or call the Cunard Brochureline on 081 466 4060.

\*Cabin grades A1-D2 and UA.



IBM UK co  
after red  
its massive



MFI furnishes ba



Free markets seem to need a lot of rules □ Lord Stevens' canny arrangement with O'Reilly □ Dirt flies over the LWT bid

## New regulations for old

GERMANY'S federal government is so impressed by the DTI's deregulation initiative that it is sending people over to study it. If they asked British industry, they would discover that regulation is still increasing every year. The initiative is splendid, but deregulation is mainly spring cleaning. Some regulations that once seemed vital are not now, and experience of operating rules shows how they can be simplified and streamlined.

Take the competition laws. The Office of Fair Trading is to speed merger vetting to mesh better with the timetable of the City Takeover Code and speed up anti-monopoly enquiries. Hundreds of undertakings made by businesses after OFT or monopolies commission enquiries are to be published and regularly weeded. Yet the OFT appears to have been pushing its nose into more industries recently, because the lack of mergers has left it spare capacity.

Over at the monopolies commission, they are bracing themselves for a possible flood of appeals and enquiries caused by disputes between privatised utilities and their regulators. Other might ask for a big enquiry into power generation. Three dozen water suppliers and electricity distributors could appeal this year over new price limits or licence changes. An appeal body

really ought simply to decide which of the two cases is most reasonable, rather like swing arbitration on pay disputes. But it is a fair bet that the process would be a lot more long-winded and unpredictable to start with as the commission felt its way. Many privatised utilities already devote a third of top management time to regulation.

In tax, the year of two Budgets has produced two of the most complex Finance Bills on record. The latest, so big it has had to be published in two volumes, has annoyed experts so much that even the Institute of Chartered Accountants has damned proposals to "simplify" tax for the self-employed as so hard to grasp that they will impose too great a new burden. Ernst & Young, in a response on 25 dense pages devoted to international company tax, claims the almost obsessive "aim" of perceived anti-avoidance "makes nonsense of rhetoric about deregulation."

In the City, pension funds are preparing themselves for much greater and more detailed regulation under a new statutory regulator, ostensibly required to

prevent a repeat of the rather solitary Maxwell affair. The Personal Investment Authority, a huge new self-regulatory organisation in which the industry will, paradoxically, be subject to the whims of a majority of appointed outsiders, is struggling into being.

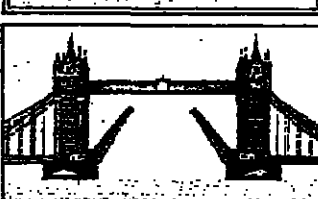
The most dynamic organisation in financial services may well be the UK Association of Compliance Officers. Across the table, regulation has become an exciting new career with the OFT at its apex. All very necessary, no doubt. If we could sell it to the Germans, that really would help British industry.

### Independent: the Irish solution

THE battle for control of Newspaper Publishing, proprietors of the *Independent*, returned very much behind the scenes affair yesterday.

Although word had it, for much of the day, that Tony O'Reilly, the Irish newspaper publisher, would shortly enter, stage left, with his lines learned,

PENNINGTON



accompanied by a mystery co-star.

O'Reilly's role had already been well publicised: the counter bidder for Newspaper Publishing in opposition to the mooted £40 million takeover bid proposed by the Mirror Group Newspapers consortium which, like O'Reilly, has succeeded in giving the impression of having rehearsed everything other than the precise terms.

Interest, not surprisingly, switched to the co-star, who seemed to be none other than Lord Stevens, chairman of United Newspapers, the *Daily Express* combine. O'Reilly, word had it, was poised to strike a deal whereby, should he emerge as the moving force at Newspaper

Publishing, the latter's printing, distribution, and administration operations would be transferred to United Newspapers. O'Reilly's Independent Newspapers enterprise already enjoys links with United Newspapers, via publication of the *Irish Star*, although United Newspapers (cannily) would not participate in O'Reilly's bid manoeuvres: their involvement being limited to a contract arrangement.

As the day wore on, O'Reilly's script started to leak out. A total package worth some £32 million, embracing a potential 44.9 per cent stake. This embraces some £21 million of new money raised through Newspaper Publishing's issue of new non-voting convertible unsecured loan stock which, come full conversion, would give O'Reilly a 24.9 per cent stake. Value: £3 per share. This would be followed by a partial offer to ordinary shareholders for 20 per cent of the equity at a price of £2.50p per share. Bearing in mind the Takeover Panel's 30 per cent bid trigger rules, O'Reilly, advised by Charterhouse, anticipates his stake being limited to 24.9 per

cent for the "foreseeable future". Meanwhile, Schroders and Hambros (acting for the MGN consortium) spent much of the day parleying with Warburgs (Newspaper Publishing) over their tentative £2 per share proposal which (conceivably adjusted) is expected to arrive on chairman Ian Hay Davison's desk in time for this morning's board meeting. Don't expect any hurried judgments from Hay Davison & Co. This is the stuff auctions are made of.

### Broadcasting a fuzzy picture

IN WAR, even a drawn-out and still phoney war like the Granada/LWT battle, the first casualty is invariably the truth. Gerry Robinson, of Granada, sailed close to the wind as he poured derision on the bumper £43.8 million profit estimate by LWT last month. He did not say, and of course could not, that the figures were bogus from the top down, artificially inflated to juggle Granada's hand into increasing its £728 million offer. He did

point to an apparent fall in the cash generated as a percentage of profits by LWT last year as needing some explanation, along with LWT's share of profits from Channel 4. But he left his audience to draw any necessary conclusions.

Until more details are available, no conclusions can safely be drawn, Mr Robinson — unless you would care to go a little further yourself? Granada's circular contained the usual selective graphs, figures and quotes, one from this newspaper, namely: "LWT's 1993 profit performance was all about cost saving and the benefits in that sense were historic..." Some of the comparisons between the two businesses were a little dubious, not least because Granada, as a seven-day broadcaster, starts with a built-in advantage on costs and jobs over three-day LWT.

Mr Robinson came dangerously close to saying that his current offer was about as high as anyone could reasonably go for LWT; a view that would take some explaining if, as widely expected, he has to go higher. The terms are now sitting barely 4p below LWT's current share price of 706p. Shareholders in LWT should expect some slight rickshaw, in due course, of the terms — particularly the cash alternative — if Granada is to win the day.

## IBM UK confident after reducing its massive losses

By ROSS TIEMAN, INDUSTRIAL CORRESPONDENT

SEVERE competition on prices delayed the recovery of IBM United Kingdom Holdings, Britain's biggest computer maker, obliging it to extend its restructuring programme at a cost of £55 million with further job losses.

Directors say the company is on course for a return to profit after reducing losses during 1993 to £174 million

from £767 million in 1992. Confidence was boosted by an 8 per cent rise in sales, to £4.06 billion. Rising turnover, combined with savings made by 2,500 staff going in 1993, have substantially reduced the rate of losses. Operating losses were cut to £119 million from £398 million last year.

Peter Christensen, finance director, said "several hun-

dred" more job cuts are planned this year. Nick Temple, chief executive, said that the roll-on effect of last year's reductions, plus the savings from job cuts this year, should enable the company to continue cutting its costs by 12 per cent this year.

IBM UK had 11,400 employees at the end of 1993, down 6,200 or 35 per cent from the peak in 1990. The workforce is now at its lowest since 1969, when the annual revenue was £138 million and productivity was less than a third the present level. The financial results suggest that while IBM's UK operation has shared the trauma that plunged its American-based parent into losses followed by huge job cutting, its recovery has not been as swift.

Despite earlier, misplaced, optimism, the UK failed to match the performance of the group as a whole, which broke even during 1993. Mr Temple said 1993 had been a tough year, but added: "We remain financially strong and are demonstrably on track for our recovery plan."

To restore the balance sheet of the UK company, IBM was obliged to inject an additional £350 million of equity last year, in addition to a £100 million injection in 1992. Gearing is now running at about 100 per cent, a level that the company insists is "comfortable". IBM UK has not paid a dividend to its parent since 1990. However, revenues are now back to their 1990 peak, thanks to strong growth in demand throughout computer markets for the workstations and personal computers that IBM UK specialises in.

Output of the Greenock personal computer plant rose by 20 per cent, while a "substantial" increase was also achieved at Havant, which makes information storage devices. Both plants are at capacity. Directors say costs are now competitive with Far Eastern rivals and are confident they will achieve further capacity and productivity gains at the factories.

With the factories busy, the bulk of job cuts fell on the UK sales and service operation, where use of mobile telephones and portable computers now enables five employees to share each desk.

City Diary, page 25



Peter Redfern, managing director, left, Chris Scott, finance director, centre, and Gordon Yardley, chairman of Partco, Britain's biggest independent car parts distributor, are on the road to market. The company is expected to have a value of about £50 million when it makes its debut in March. Partco

hopes to raise £25 million through the flotation, which will be a mixture of a shares sale to institutions and an offer to the public. The group expects to double profits for 1993 to about £4 million on sales of £124 million. Partco was a management buy-out from Quinton Hazell in 1986.

## MFI furnishes big advance

By SUSAN GILCHRIST

SHARES in MFI, the furniture group, rose strongly as it reported a 14 per cent rise in sales since Boxing Day and interim profits at the top end of City expectations.

MFI earned pre-tax profits of £44.1 million, in the six months to November 6, against a loss of £12 million last time. However, the figure for this year was boosted by a £19.6 million exceptional profit on the sale of its stake in Carpetright, the carpet retailer that was floated last June.

Last year's results were distorted by a £24.7 million

write-off of the costs of MFI's own flotation and buy-out. Extending the effects of these one-off gains and losses, pre-tax profits rose by 93 per cent to £24.5 million from £12.7 million. The interim dividend is lifted to 1.33p a share from 1.25p, an increase of 6 per cent.

The shares moved up 5p to 179 at yesterday's close. Turnover increased by 5 per cent to £320 million (£304 million), with like-for-like sales 7 per cent ahead. The group said there had been no price inflation and the gains came from increased volumes,

particularly in upholstery, beds and appliances.

Two new experimental stores, which will trade under the "Homesworks" brand name, are to be added to the 176-strong MFI chain. These outlets will be used to test consumer reaction to new products and ranges.

Sales in the group's 48 French outlets were up 30 per cent, with like-for-like sales 6 per cent ahead. MFI plans to add about ten more stores during the year.

Tempus, page 25

## Policy Portfolio warning

By SARAH BAGNALL

POLICY Portfolio, the market maker in secondhand endowment policies, saw 10 per cent knocked off its market value yesterday when its shares fell 10p to 88p on the back of a profits warning. The company, set up six years ago, was floated on the stock market last July at 130p a share.

Isaac Rubin, managing director, told shareholders that profits for the second half of the year to March 31 are likely to be less than the £429,000 for the first half, even though the company expects sales to rise by 30 per cent. He said: "We regard this as

disappointing. A greater amount could have been invested with us, but we think the strong performance of the stock market may have attracted funds."

Sales growth at Policy Portfolio, which is 55 per cent owned by Mr Rubin's family, was held back by the company's decision not to pursue volume and sacrifice margins. Profits suffered because higher staff levels and the introduction of backup computer systems pushed costs up. The company intends to pay a final dividend of 3p, as previously forecast.

## Thyssen drops dividend

By COLIN NARBROUGH, WORLD TRADE CORRESPONDENT

THYSSEN, Germany's biggest steelmaker and one of the country's leading industrial groups, has been forced to waive its dividend as huge losses in steel continue to outweigh profits from non-steel operations. Last year it paid a dividend of DM6.

Heinz Kriwet, the management board chairman, said the last financial year had been the company's "worst year since the war". Steel losses also caused a group loss in the first three months of the current financial year.

The Düsseldorf-based group's net loss for the year to September 30 last

year was DM994 million, against a DM350 million profit the year before. Without steel, however, the group would have had an operating profit of DM774 million last year. Total sales fell by 6 per cent to DM33.5 billion, dragged down by a 12 per cent drop to DM17.6 billion in recession-gripped Germany. Sales rose 1.2 per cent in the first quarter of the current year, to DM8.1 billion.

In the last financial year Thyssen cut its workforce by 7 per cent to about 137,000, and shed a further 2 per cent by the end of calendar 1993.

Cure your financial director's fear of flying.

Business travel needn't be as expensive as certain people might imagine, so long as you're talking to Hogg Robinson. Benefiting from our expertise, over 6,000 British organisations (including 34% of the FTSE 100) keep travel costs under control whilst still receiving a quality service. Call today for an information pack or contact Les Middleditch, Director of Sales on 0252 372000 (tel.) or 0252 371200 (fax) and ease your FD's phobias.

**HR**  
**HOGG ROBINSON**  
Business Travel International

Hogg Robinson Business Travel International is wholly owned by Hogg Robinson p.l.c.

**BUSINESS TRAVEL**  
**INTERNATIONAL**







# Brothers offer ultimate in political correctness

American unions are looking to the future and consciously recruiting young, well-educated women as organisers, Wolfgang Münchau says

Emily Stewart is 26 years old. She went to a good college, she achieved good grades, and, like most of her friends, she could have gone on to law school and earned several times as much as she does now. Instead, she has chosen to work for the United Steel Workers of America (USWA) as a trade union organiser.

The post has a long tradition in America's union movement, and involves the recruitment of unorganised workers. But the presence of a woman in this job, especially a woman her age and with an academic background, is highly unusual.

America's trade unions are now consciously recruiting young women, college graduates from the best universities, as well as people from ethnic minorities for jobs that until recently were the pure domain of white middle-aged, rank-and-file men, often with beards. This new recruitment drive is part of a strategy by America's trade unions to improve their image and to reverse the huge decline in membership.

The job is sought by university graduates, not only because they are currently confronted with a tough labour market, but also — as one might put it derogatively — because this job is the ultimate in political correctness.

Ms Stewart was among a hundred or so activists, who gathered near Washington's National Airport in front of the headquarters of USAir to protest against the dismissal last month of 1,800 customer-services representatives. It is her job to organise a campaign to bring the remaining customer-services representatives back into her union, an attempt that had already failed once, when the employees narrowly rejected union representation in a ballot.

The battle for union recognition is exceedingly long and arduous in America. On many days, she spends from 8am to 9pm at the National Airport or other Washington airports, distributing leaflets and talking to the workers. Rallies, such as this, are among the highlights of an organiser's day-to-day existence.

She said: "I was getting pretty nervous when there was nobody there at 9.40am, but gradually the demonstrators shuffled in, one by one at first, and later in busloads. The rally served the additional purpose of garnering momentum for the second union ballot, now expected in April. 'Each 100 demonstrators will inspire about 2,000 to 3,000 people,' Ms Stewart said. 'Thus, demonstrations have a leverage effect.'

At noon, the traffic ground to a halt when the demonstrators, numbering more than 100, finally began their rally. The protesters were middle-aged men with plaids round their necks, who shouted their rallying slogans with panache, as though they were demonstrating for a living. In between these hardened activists ran the petite Ms Stewart. She shouted: "USAir. It's not fair" among other slogans, and sounded like a cheerleader. Just how unfair the dismissals were became clear later.

Among those who received their "pink slips", the American equivalent of P45 forms, as Christmas presents from the management, was Freddy Nichols, whom they call a "hero",



Emily Stewart, the USWA organiser, talking to Wayne Behler, a USAir employee, in Pittsburgh

because not too long ago he had been among those singled out for bravery during an air crash at New York's La Guardia Airport.

A couple of hours later, the rally was finally over, along with the songs and the speeches, and, by then, Ms Stewart had talked to and embraced almost everyone.

In spite of her academic background, she is not alien to the union culture. She grew up in Huntington, an industrial town in West Virginia on the Ohio river, in a family of trade union organisers. After graduating from high school, she went to Macalester, a private liberal arts college in St Paul, Minnesota, where she majored in political science.

From there on, she took up what she

their counterparts in Europe, not even during the time of Jimmy Hoffa at the Teamsters.

The organiser's job is to recruit new members, not individually but as groups, by orchestrating union-recognition ballots within companies. An organiser in the trade union movement is equivalent to a political campaign manager. In both cases, the job has become the almost exclusive terrain for whiz-kids.

"It is a high burn-out job," Ms Stewart said, and she does not know whether she wants to be an organiser for many years. But she said that she would always want to be associated with the labour movement.

The Organising Institute is highly selective in its choice of candidates.

## 'It takes personal passion, an intense work ethic, and you always have to push'

calls the "social justice fight". She went straight to a healthcare union, representing workers in a small hospital, where she became involved with negotiations and grievance procedures. Later, she worked for a clothing and textile union, before being recruited two years ago by the Organising Institute, the Washington training school for organisers.

The institute was founded in 1989 as part of a concerted attempt by the AFL-CIO, America's trade union umbrella organisation, to reverse the inexorable decline in membership, which has fallen from 26 per cent to 16 per cent over the past 20 years. There is a quixotic quality about this attempt to reverse this trend in a country where unions never had the prominence of

Since it was founded, about 1,500 organisers have gone through the intensive, four-month training programme. Allison Porter, the recruitment director, said that she was looking for a combination of what she called "presence", the aura of confidence and competence when someone walks into a room, ideally combined with a union or some other "activist" background.

Ms Stewart said that to succeed as an organiser "it takes personal passion, an intense work ethic, since nobody is looking over your shoulders, and you always have to push". She also said, perhaps surprisingly, that she had never been subject to discrimination or recrimination by older colleagues. In her two years as a fully

trained union organiser, she has had her fair share of successes, but there were also defeats, none worse than the defeat at USAir in August last year, when the 8,000 customer-service workers narrowly rejected union representation. In a sad and ironic twist, the mass dismissals have greatly improved the chance of a "yes" vote in the next ballot, which will probably be held in April.

"One of our biggest problems is a general sense of apathy among workers," she said, adding that "there is a lot of fear out there", fear of recrimination by employers, who may threaten their staff with dismissal in case of a "yes" vote, a threat that usually turns out to be empty. Each campaign has to be meticulously organised and not a single vote can be taken for granted.

The USWA is a big trade union that has broadened its horizons beyond the steelworkers in the Midwest rustbelt. There are even suggestions, made only half jokingly, to rename the union the United Servicing Workers of America, which would have the advantage of leaving the letters intact.

Inefficient organising was no doubt part of the reason behind the decline in membership, but the real reason is the fast change in America's labour market, and in the economy at large. It is easy to organise full-time factory workers when there is full employment. It is far more difficult, if not impossible, to organise part-time shop assistants when jobs are scarce.

Ms Stewart believes that America's labour movement will have no more than ten years to reverse the trend of declining membership, a tall order by anyone's standards. "I don't kid myself here," she said. "But if you don't think you can reverse it, you do not have a chance in this job."

## TEMPUS Laughing Gas

BRITISH Gas has been awarded the crumb of comfort it so earnestly desired. A one percentage point reduction in the tariff formula may not seem like much compensation for a company that will soon be robbed of the costliest monopoly in Britain. But it does sweeten the pill of Michael Heseltine's decision to open the whole gas market to competition by 1998.

The sums in the deal that Clare Spottiswoode, head of Ofgas, is offering British Gas do not immediately look appealing. The loosening of the formula should generate up to £40 million in additional revenue in year one. But this is intended to compensate the group for the cost of separating out the transportation business, estimated at £150 million a year. The effect of the lower formula is cumulative, and should soon compensate

British Gas for the cost of becoming more transparent. Besides, the group would have made much of the separation anyway to run its business more efficiently.

Even better news is the withdrawal of the X formula from the higher tariff market, which is already open to competition. Until now, British Gas has been forced to compete at a disadvantage among medium-sized customers, offering the uncompetitive tariff rate. With the formula removed, it can at last try to control the fall in its market share.

Yesterday's announcement clears away the last of the real regulatory uncertainties from British Gas. Now the group can plan its future against a known regulatory background. The shares continue to look attractive against other utilities where regulatory intentions have yet to solidify.

### Stores

NOW the hype has faded, it is clear the high street did not have the boom Christmas sales assistants. As early credit card returns first suggested, and stores groups are now admitting, retail sales over Christmas were solid rather than miraculous.

The market was perhaps a little severe in knocking almost 4 per cent off Marks and Spencer's share price, considering its trading statement contained very little bad news. Indeed, apart from the first four words "after a disappointing November...", the message was of steady progress.

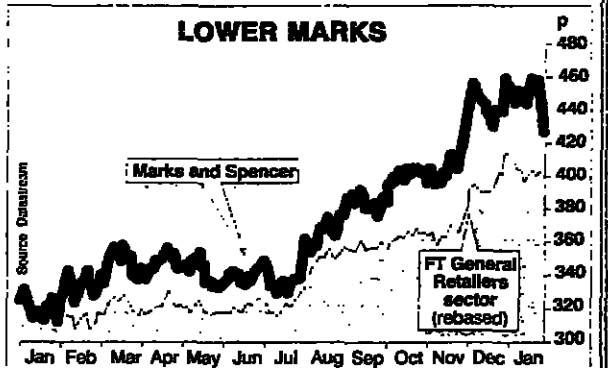
The markdown seems to have been caused by frustration more than anything. There is no point in Marks telling the market that its sales were in line with expect-

tations if it does not say what they were. The statement was so uninformative that the group would have done better to stay silent.

The sales pattern at Burton looks grimmer. While a retailer can sacrifice gross margin to offer better value, this should generate extra sales. Burton cut its margin by 1.5 percentage points but saw

sales in its multiple chains fall 5 per cent. It is losing the price battle with M&S and the credibility of its store brands is being eroded.

The City responded by cutting its profit forecasts by a third to £40 million, putting Burton's shares on a p/e ratio of 27, high even for a recovery stock. M&S shares look the better option.



### MFI

MFI has certainly been picking up its fair share of the rise in furniture sales recorded in the CSO numbers, in spite of its bias towards fitted kitchens and bedrooms making it dependent on the volume of house moves.

The 14 per cent rise in sales since Boxing Day is particularly good news, as the ten weeks after Christmas account for a third of annual sales. The fact that it has started so strongly bodes well for the full year, even though Derek Hunt is understandably reluctant to be as bullish as he was two years ago, when the sales gains slipped away by year-end.

However, things are looking more promising, not simply because of an expected revival in the housing market, but because MFI has revamped its ranges. This enables the group to compete on product as well as its traditional price platform. This may prove vital now Magnet is to be rejuvenated by Belford International.

Even if sales fall, margins will be helped by MFI's decision to increase its pro-

portion of in-house manufacturing and its aggressive control of costs. On a prospective p/e of 21 times, the good news is in the price.

### Allied Textile

A YEAR ago, Tempus suggested Allied Textile was planning an acquisition and a share issue. It has taken the company a year to get round to it, but then it has been talking to Cley and Tinker for three years.

This is a bold step for Allied, which is often seen as being too conservative for its shareholders' good. The group will have more turnover overseas than in Britain. But both Cley and Tinker and Carleton are in dyeing, spinning and fabric weaving, businesses that Allied knows well. Neither is expensive, with Cley and Tinker coming on a p/e ratio of less than eight and Carleton on nine. Steady rationalisation and the protection of America's punitive textile tariffs should ensure a strong profit stream.

Allied is recycling the financial assets it built up into the Eighties into good quality operations. Later this year, it

is likely to make further acquisitions in continental Europe. This could even give the group modest gearing, which is no bad thing at this stage in the economic cycle.

The 17p rise in the share price yesterday makes the 500p open offer look cheap, while even the market price of 56p is only equivalent to 15 times current year earnings. If Allied would only cut its dividend cover, everyone would be happy.

### William Baird

UNFORTUNATELY, few textile companies are as insulated to price cuts in the high street as Allied, and William Baird is the latest to show the scars. The astonishing fact is that the shares rose after a thoroughly downbeat trading report. Berkertex is Baird's latest brand to be knocked about by the competition, while the Nelbarden swimwear business has been crushed. Second division brands like Baird's will suffer terribly if the price-pressure in the high street continues. Perhaps the 4.5 per cent yield attracted the buyers, as there are few other attractions.

## THE TIMES CITY DIARY

### Raguvaran is moving house

THOSE who say there are far too few women in top-level City positions will be delighted by the progress of Rishpa Raguvaran, a leading figure in the world of housing associations, who is taking up a senior post with Kierwatt Benson. Raguvaran, finance director of Circle 33 Housing Group, joins in the spring to boost KB's profile as a source of private funds for the voluntary housing sector. Raguvaran, 38, says: "I have built up a lot of experience of complex finances, and this sort of insight is quite difficult for a City bank." The Government is cutting back its subsidies for housing associations — last year it supplied more than 20,000 homes for people in need — and the ability to raise funds in the private sector is set to become all the more important. KB has created a post for Raguvaran in its financial markets department.

**Made his marque**  
WALTER Hayes, one of the few British executives to rise to the top of the Ford Motor Company and the man who

revitalised Aston Martin, is retiring. The company announced yesterday that John Oldfield, former Ford vice-president, is taking over the historic sports-car subsidiary from February 1 from Hayes, who celebrates his 70th birthday in April, and is one of the motor industry's most charismatic and influential personalities. Hailed for encouraging a string of successes at Ford in the 1960s and 1970s after leaving a career in journalism, he was brought out of retirement when Ford acquired Aston Martin Lagonda, then an ailing sports carmaker with a bleak future. He introduced a series of models, including the

acclaimed DB7, due for launch later this year. Oldfield, 57, inherits an Aston Martin which is more secure than at any time in its history.

### Blue headlines

UNABLE to shake off its ongoing losses, IBM, the computer giant, appears to be diversifying into unexplored territory. The company has, I hear, become embroiled in a dispute with a newswriter in the village of Hursley, near Winchester, where its UK research laboratory is based. The dispute centres on the staff canteen, which has started to sell newspapers — to

the dismay of the local corner shop, which had been doing a roaring trade with the 1,500 IBM employees. So far, a petition organised by local villagers has failed to persuade Big Blue to change its mind.

### Javelin throwers

DOORS have been revolving at Javelin Securities, the soft commission broker owned by James Capel, where the last two surviving members of the original team have, I hear, left. Nigel Weller, Javelin's managing director, and Sarah Wilson, marketing director, left within the past few days, taking the last remnants of the "old" Javelin with them. Pat Lynch, former chief executive, has gone the same way, and I gather that even Javelin's man in the United States has moved on. The departures follow the arrival of Karen Morgan Thomas, who used to run rival broker Thamesway before BZW sold it to Instinet last August.

### Work, no play

BUSINESS trips are fast becoming all work and no play, according to a new survey in which nearly three in four executives say they feel more

pressure to be productive when they travel on business than they did five years ago. The Hyatt hotel group survey found that two in three staff were prepared to spend more time in their hotel rooms. On Monday, I missed that the only thing lacking in Hyatt's new business service, which throws everything from fax machines to ironing boards at guests, was a washing machine and a secretary. Enter the £230-a-night Athenaeum Apartments in London's Mayfair, equipped with video playback machines, CD players, washing machines, and secretaries on call. They also feature yellow plastic ducks and sailing boats to be played with in the bath. James Brown, general manager, says: "You give fruit, you give a glass of sherry — I wanted to give something different."

A colleague toasting dealer Roger Fry's retirement at Panmure Gordon after 36 years in the Square Mile on Wednesday evening stumbled upon an invitation addressed to Gillian Taylor. A spectacular recovery by the East-Enders star? "She wasn't invited," grunts a spokesman.

JON ASHWORTH

The 3rd Annual High Level One Day Conference

## Competitive marketing for Accountants and Solicitors

### Proposals, Pitches and Beauty Parades

At the core of Professional Services marketing is the proposal or pitch process. For people trained to think as highly skilled professionals this is an anathema, but it has to be done. For your firm to progress the many nuances must be understood. This conference focuses on the area of winning new business, not just from new clients, but existing ones as well. The speakers, all experts in their fields will be delivering action points you can implement — they'll demonstrate:

- How to get on a client's shopping list in the first place
- What makes a proposal get noticed
- Setting fees in a competitive situation

- How to effectively prepare for the beauty parade
- The selling skills needed in the current market
- How to distinguish and differentiate your firm
- Running the winning competitive pitch
- Building on success — keeping the business once you've won it.

The day will be invaluable to both Partners and Managers in all sizes of Accountancy and Legal firms. If your proposal and pitch success record is less than 100% your firm will benefit. Marketing services suppliers will also find it very worthwhile.



### THE SPEAKERS

Conference Chairman: Chris Swinson, partner, Stoy Hayward; Quentell Bell, Chairman, The Queens Bell Organisation; author Win that pitch; Shelley Grey, head of Specialist Department Group legal services; BT: John Pricious, finance director, The Wellcome Foundation; Cheryl Gibson MP, consultant to Kudos; Impey; Stuart Benson, partner, Dibb Lupton Brownhead; Hugh Aldous, managing partner, Robson Rhodes; Michael Bransley, legal director, English Heritage; Matthew Moore, quality manager, Panos & Partners; Peter Oliver, chairman of the Professional Partnership Group, Touche Ross.

The fee for this conference is normally £340 plus VAT. Call Chris Kohut for further information 071 244 8884.

**TIMES READERS SPECIAL PRICE £306 + VAT**

## THE TIMES COMPETITIVE MARKETING FOR ACCOUNTANTS AND SOLICITORS at the Institute of Directors, 116 Pall Mall, London

Send Tickets to: Name (as to appear on delegate badge) \_\_\_\_\_  
Position/Job Title \_\_\_\_\_ Firm/Organisation \_\_\_\_\_  
Address \_\_\_\_\_  
Post Code \_\_\_\_\_ Tel \_\_\_\_\_  
I enclose a cheque for £ \_\_\_\_\_ (E306 plus £35.55 VAT = £339.55) payable to CENTURY COMMUNICATIONS  
or charge my Visa/Access/AmEx £ \_\_\_\_\_  
Expiry date: / / My Credit Card number is: \_\_\_\_\_  
Mail or Fax to Chris Kohut, CENTURY COMMUNICATIONS, 39 Courfield Gardens, London SW5 0PL. Tel: 071 244 8884 Fax: 071 244 7518



THE TIMES FRIDAY JANUARY 28 1994

THE TIMES FRIDAY JANUARY 28 1994

1998, 1999, 2000, 2001, 2002, 2003, 2004, 2005, 2006, 2007, 2008, 2009, 2010, 2011, 2012, 2013, 2014, 2015, 2016, 2017, 2018, 2019, 2020, 2021, 2022, 2023, 2024, 2025, 2026, 2027, 2028, 2029, 2030, 2031, 2032, 2033, 2034, 2035, 2036, 2037, 2038, 2039, 2040, 2041, 2042, 2043, 2044, 2045, 2046, 2047, 2048, 2049, 2050, 2051, 2052, 2053, 2054, 2055, 2056, 2057, 2058, 2059, 2060, 2061, 2062, 2063, 2064, 2065, 2066, 2067, 2068, 2069, 2070, 2071, 2072, 2073, 2074, 2075, 2076, 2077, 2078, 2079, 2080, 2081, 2082, 2083, 2084, 2085, 2086, 2087, 2088, 2089, 2090, 2091, 2092, 2093, 2094, 2095, 2096, 2097, 2098, 2099, 2100, 2101, 2102, 2103, 2104, 2105, 2106, 2107, 2108, 2109, 2110, 2111, 2112, 2113, 2114, 2115, 2116, 2117, 2118, 2119, 2120, 2121, 2122, 2123, 2124, 2125, 2126, 2127, 2128, 2129, 2130, 2131, 2132, 2133, 2134, 2135, 2136, 2137, 2138, 2139, 2140, 2141, 2142, 2143, 2144, 2145, 2146, 2147, 2148, 2149, 2150, 2151, 2152, 2153, 2154, 2155, 2156, 2157, 2158, 2159, 2160, 2161, 2162, 2163, 2164, 2165, 2166, 2167, 2168, 2169, 2170, 2171, 2172, 2173, 2174, 2175, 2176, 2177, 2178, 2179, 2180, 2181, 2182, 2183, 2184, 2185, 2186, 2187, 2188, 2189, 2190, 2191, 2192, 2193, 2194, 2195, 2196, 2197, 2198, 2199, 2200, 2201, 2202, 2203, 2204, 2205, 2206, 2207, 2208, 2209, 2210, 2211, 2212, 2213, 2214, 2215, 2216, 2217, 2218, 2219, 2220, 2221, 2222, 2223, 2224, 2225, 2226, 2227, 2228, 2229, 2230, 2231, 2232, 2233, 2234, 2235, 2236, 2237, 2238, 2239, 2240, 2241, 2242, 2243, 2244, 2245, 2246, 2247, 2248, 2249, 2250, 2251, 2252, 2253, 2254, 2255, 2256, 2257, 2258, 2259, 2260, 2261, 2262, 2263, 2264, 2265, 2266, 2267, 2268, 2269, 2270, 2271, 2272, 2273, 2274, 2275, 2276, 2277, 2278, 2279, 2280, 2281, 2282, 2283, 2284, 2285, 2286, 2287, 2288, 2289, 2290, 2291, 2292, 2293, 2294, 2295, 2296, 2297, 2298, 2299, 2300, 2301, 2302, 2303, 2304, 2305, 2306, 2307, 2308, 2309, 2310, 2311, 2312, 2313, 2314, 2315, 2316, 2317, 2318, 2319, 2320, 2321, 2322, 2323, 2324, 2325, 2326, 2327, 2328, 2329, 2330, 2331, 2332, 2333, 2334, 2335, 2336, 2337, 2338, 2339, 2340, 2341, 2342, 2343, 2344, 2345, 2346, 2347, 2348, 2349, 2350, 2351, 2352, 2353, 2354, 2355, 2356, 2357, 2358, 2359, 2360, 2361, 2362, 2363, 2364, 2365, 2366, 2367, 2368, 2369, 2370, 2371, 2372, 2373, 2374, 2375, 2376, 2377, 2378, 2379, 2380, 2381, 2382, 2383, 2384, 2385, 2386, 2387, 2388, 2389, 2390, 2391, 2392, 2393, 2394, 2395, 2396, 2397, 2398, 2399, 2400, 2401, 2402, 2403, 2404, 2405, 2406, 2407, 2408, 2409, 2410, 2411, 2412, 2413, 2414, 2415, 2416, 2417, 2418, 2419, 2420, 2421, 2422, 2423, 2424, 2425, 2426, 2427, 2428, 2429, 2430, 2431, 2432, 2433, 2434, 2435, 2436, 2437, 2438, 2439, 2440, 2441, 2442, 2443, 2444, 2445, 2446, 2447, 2448, 2449, 2450, 2451, 2452, 2453, 2454, 2455, 2456, 2457, 2458, 2459, 2460, 2461, 2462, 2463, 2464, 2465, 2466, 2467, 2468, 2469, 2470, 2471, 2472, 2473, 2474, 2475, 2476, 2477, 2478, 2479, 2480, 2481, 2482, 2483, 2484, 2485, 2486, 2487, 2488, 2489, 2490, 2491, 2492, 2493, 2494, 2495, 2496, 2497, 2498, 2499, 2500, 2501, 2502, 2503, 2504, 2505, 2506, 2507, 2508, 2509, 2510, 2511, 2512, 2513, 2514, 2515, 2516, 2517, 2518, 2519, 2520, 2521, 2522, 2523, 2524, 2525, 2526, 2527, 2528, 2529, 2530, 2531, 2532, 2533, 2534, 2535, 2536, 2537, 2538, 2539, 2540, 2541, 2542, 2543, 2544, 2545, 2546, 2547, 2548, 2549, 2550, 2551, 2552, 2553, 2554, 2555, 2556, 2557, 2558, 2559, 2560, 2561, 2562, 2563, 2564, 2565, 2566, 2567, 2568, 2569, 2570, 2571, 2572, 2573, 2574, 2575, 2576, 2577, 2578, 2579, 2580, 2581, 2582, 2583, 2584, 2585, 2586, 2587, 2588, 2589, 2590, 2591, 2592, 2593, 2594, 2595, 2596, 2597, 2598, 2599, 2600, 2601, 2602, 2603, 2604, 2605, 2606, 2607, 2608, 2609, 2610, 2611, 2612, 2613, 2614, 2615, 2616, 2617, 2618, 2619, 2620, 2621, 2622, 2623, 2624, 2625, 2626, 2627, 2628, 2629, 2630, 2631, 2632, 2633, 2634, 2635, 2636, 2637, 2638, 2639, 2640, 2641, 2642, 2643, 2644, 2645, 2646, 2647, 2648, 2649, 2650, 2651, 2652, 2653, 2654, 2655, 2656, 2657, 2658, 2659, 2660, 2661, 2662, 2663, 2664, 2665, 2666, 2667, 2668, 2669, 2670, 2671, 2672, 2673, 2674, 2675, 2676, 2677, 2678, 2679, 26



# Lack of support

ACCOUNT DAYS: Dealings began January 17. Dealings end today. Settlement day Monday. Settlement day February 7. Shareward payments are permitted on two previous business days. Prices recorded are at market close. Changes are calculated on the previous day's close, but adjustments are made when a stock is ex-dividend. Changes, yields and price/earnings ratios are based on middle prices.

## BANKS, DISCOUNT, HP

High	Low	Company	Price	Net Yld	P/E
124	124	Barclays Bank	124	4.1	12.5
124	124	Barclays Bank	124	4.1	12.5
124	124	Barclays Bank	124	4.1	12.5
124	124	Barclays Bank	124	4.1	12.5
124	124	Barclays Bank	124	4.1	12.5
124	124	Barclays Bank	124	4.1	12.5
124	124	Barclays Bank	124	4.1	12.5
124	124	Barclays Bank	124	4.1	12.5
124	124	Barclays Bank	124	4.1	12.5
124	124	Barclays Bank	124	4.1	12.5

## DRAPERY STORES

High	Low	Company	Price	Net Yld	P/E
124	124	Barclays Bank	124	4.1	12.5
124	124	Barclays Bank	124	4.1	12.5
124	124	Barclays Bank	124	4.1	12.5
124	124	Barclays Bank	124	4.1	12.5
124	124	Barclays Bank	124	4.1	12.5
124	124	Barclays Bank	124	4.1	12.5
124	124	Barclays Bank	124	4.1	12.5
124	124	Barclays Bank	124	4.1	12.5
124	124	Barclays Bank	124	4.1	12.5
124	124	Barclays Bank	124	4.1	12.5

## FINANCIAL TRUSTS

High	Low	Company	Price	Net Yld	P/E
124	124	Barclays Bank	124	4.1	12.5
124	124	Barclays Bank	124	4.1	12.5
124	124	Barclays Bank	124	4.1	12.5
124	124	Barclays Bank	124	4.1	12.5
124	124	Barclays Bank	124	4.1	12.5
124	124	Barclays Bank	124	4.1	12.5
124	124	Barclays Bank	124	4.1	12.5
124	124	Barclays Bank	124	4.1	12.5
124	124	Barclays Bank	124	4.1	12.5
124	124	Barclays Bank	124	4.1	12.5

## FOODS

High	Low	Company	Price	Net Yld	P/E
124	124	Barclays Bank	124	4.1	12.5
124	124	Barclays Bank	124	4.1	12.5
124	124	Barclays Bank	124	4.1	12.5
124	124	Barclays Bank	124	4.1	12.5
124	124	Barclays Bank	124	4.1	12.5
124	124	Barclays Bank	124	4.1	12.5
124	124	Barclays Bank	124	4.1	12.5
124	124	Barclays Bank	124	4.1	12.5
124	124	Barclays Bank	124	4.1	12.5
124	124	Barclays Bank	124	4.1	12.5

## HOTELS, CATERERS

High	Low	Company	Price	Net Yld	P/E
124	124	Barclays Bank	124	4.1	12.5
124	124	Barclays Bank	124	4.1	12.5
124	124	Barclays Bank	124	4.1	12.5
124	124	Barclays Bank	124	4.1	12.5
124	124	Barclays Bank	124	4.1	12.5
124	124	Barclays Bank	124	4.1	12.5
124	124	Barclays Bank	124	4.1	12.5
124	124	Barclays Bank	124	4.1	12.5
124	124	Barclays Bank	124	4.1	12.5
124	124	Barclays Bank	124	4.1	12.5

## INDUSTRIALS

High	Low	Company	Price	Net Yld	P/E
124	124	Barclays Bank	124	4.1	12.5
124	124	Barclays Bank	124	4.1	12.5
124	124	Barclays Bank	124	4.1	12.5
124	124	Barclays Bank	124	4.1	12.5
124	124	Barclays Bank	124	4.1	12.5
124	124	Barclays Bank	124	4.1	12.5
124	124	Barclays Bank	124	4.1	12.5
124	124	Barclays Bank	124	4.1	12.5
124	124	Barclays Bank	124	4.1	12.5
124	124	Barclays Bank	124	4.1	12.5

## BUILDING, ROADS

High	Low	Company	Price	Net Yld	P/E
124	124	Barclays Bank	124	4.1	12.5
124	124	Barclays Bank	124	4.1	12.5
124	124	Barclays Bank	124	4.1	12.5
124	124	Barclays Bank	124	4.1	12.5
124	124	Barclays Bank	124	4.1	12.5
124	124	Barclays Bank	124	4.1	12.5
124	124	Barclays Bank	124	4.1	12.5
124	124	Barclays Bank	124	4.1	12.5
124	124	Barclays Bank	124	4.1	12.5
124	124	Barclays Bank	124	4.1	12.5

## ELECTRICALS

High	Low	Company	Price	Net Yld	P/E
124	124	Barclays Bank	124	4.1	12.5
124	124	Barclays Bank	124	4.1	12.5
124	124	Barclays Bank	124	4.1	12.5
124	124	Barclays Bank	124	4.1	12.5
124	124	Barclays Bank	124	4.1	12.5
124	124	Barclays Bank	124	4.1	12.5
124	124	Barclays Bank	124	4.1	12.5
124	124	Barclays Bank	124	4.1	12.5
124	124	Barclays Bank	124	4.1	12.5
124	124	Barclays Bank	124	4.1	12.5

## BUSINESS SERVICES

High	Low	Company	Price	Net Yld	P/E
124	124	Barclays Bank	124	4.1	12.5
124	124	Barclays Bank	124	4.1	12.5
124	124	Barclays Bank	124	4.1	12.5
124	124	Barclays Bank	124	4.1	12.5
124	124	Barclays Bank	124	4.1	12.5
124	124	Barclays Bank	124	4.1	12.5
124	124	Barclays Bank	124	4.1	12.5
124	124	Barclays Bank	124	4.1	12.5
124	124	Barclays Bank	124	4.1	12.5
124	124	Barclays Bank	124	4.1	12.5

## ELECTRICITY

High	Low	Company	Price	Net Yld	P/E
124	124	Barclays Bank	124	4.1	12.5
124	124	Barclays Bank	124	4.1	12.5
124	124	Barclays Bank	124	4.1	12.5
124	124	Barclays Bank	124	4.1	12.5
124	124	Barclays Bank	124	4.1	12.5
124	124	Barclays Bank	124	4.1	12.5
124	124	Barclays Bank	124	4.1	12.5
124	124	Barclays Bank	124	4.1	12.5
124	124	Barclays Bank	124	4.1	12.5
124	124	Barclays Bank	124	4.1	12.5

## FINANCE, LAND

High	Low	Company	Price	Net Yld	P/E
124	124	Barclays Bank	124	4.1	12.5
124	124	Barclays Bank	124	4.1	12.5
124	124	Barclays Bank	124	4.1	12.5
124	124	Barclays Bank	124	4.1	12.5
124	124	Barclays Bank	124	4.1	12.5
124	124	Barclays Bank	124	4.1	12.5
124	124	Barclays Bank	124	4.1	12.5
124	124	Barclays Bank	124	4.1	12.5
124	124	Barclays Bank	124	4.1	12.5
124	124	Barclays Bank	124	4.1	12.5

## CHEMICALS, PLASTICS

High	Low	Company	Price	Net Yld	P/E
124	124	Barclays Bank	124	4.1	12.5
124	124	Barclays Bank	124	4.1	12.5
124	124	Barclays Bank	124	4.1	12.5
124	124	Barclays Bank	124	4.1	12.5
124	124	Barclays Bank	124	4.1	12.5
124	124	Barclays Bank	124	4.1	12.5
124	124	Barclays Bank	124	4.1	12.5
124	124	Barclays Bank	124	4.1	12.5
124	124	Barclays Bank	124	4.1	12.5
124	124	Barclays Bank	124	4.1	12.5

## SHORTS (under 5 years)

High	Low	Company	Price	Net Yld	P/E
124	124	Barclays Bank	124	4.1	12.5
124	124	Barclays Bank	124	4.1	12.5
124	124	Barclays Bank	124	4.1	12.5
124	124	Barclays Bank	124	4.1	12.5
124	124	Barclays Bank	124	4.1	12.5
124	124	Barclays Bank	124	4.1	12.5
124	124	Barclays Bank	124	4.1	12.5
124	124	Barclays Bank	124	4.1	12.5
124	124	Barclays Bank	124	4.1	12.5
124	124	Barclays Bank	124	4.1	12.5

**obvious:**

we're a 24 hour banking service, we offer a 24 hour sharedealing service.

of course.

We never close, so you can do your sharedealing whenever it suits you. Your orders are placed immediately or when the London Stock Market opens. £20 minimum commission rate, no subscription charge and settlements paid straight into your account. Call free for more information about First Direct.

**0800 222 000**

**first direct**

## BUSINESS FUNDS

High	Low	Company	Price	Net Yld	P/E
124	124	Barclays Bank	124	4.1	12.5
124	124	Barclays Bank	124	4.1	12.5
124	124	Barclays Bank	124	4.1	12.5
124	124	Barclays Bank	124	4.1	12.5
124	124	Barclays Bank	124	4.1	12.5
124	124	Barclays Bank	124	4.1	12.5
124	124	Barclays Bank	124	4.1	12.5
124	124	Barclays Bank	124	4.1	12.5
124	124	Barclays Bank	124	4.1	12.5
124	124	Barclays Bank	124	4.1	12.5

## LONGS (over 5 years)

High	Low	Company	Price	Net Yld	P/E
124	124	Barclays Bank	124	4.1	12.5
124	124	Barclays Bank	124	4.1	12.5
124	124	Barclays Bank	124	4.1	12.5
124	124	Barclays Bank	124	4.1	12.5
124	124	Barclays Bank	124	4.1	12.5
124	124	Barclays Bank	124	4.1	12.5
124	124	Barclays Bank	124	4.1	12.5
124	124	Barclays Bank	124	4.1	12.5
124	124	Barclays Bank	124	4.1	12.5
124	124	Barclays Bank	124	4.1	12.5

## UNDATED

High	Low	Company	Price	Net Yld	P/E
124	124	Barclays Bank	124	4.1	12.5
124	124	Barclays Bank	124	4.1	12.5
124	124	Barclays Bank	124	4.1	12.5
124	124	Barclays Bank	124	4.1	12.5
124	124	Barclays Bank	124	4.1	12.5
124	124	Barclays Bank	124	4.1	12.5
124	124	Barclays Bank	124	4.1	12.5
124	124	Barclays Bank	124	4.1	12.5
124	124	Barclays Bank	124	4.1	12.5
124	124	Barclays Bank	124	4.1	12.5

## INDEX-LINKED

High	Low	Company	Price	Net Yld	P/E
124	124	Barclays Bank	124	4.1	12.5
124	124	Barclays Bank	124	4.1	12.5
124	124	Barclays Bank	124	4.1	12.5
124	124	Barclays Bank	124	4.1	12.5
124	124	Barclays Bank	124	4.1	12.5
124	124	Barclays Bank	124	4.1	12.5
124	124	Barclays Bank	124	4.1	12.5
124	124	Barclays Bank	124	4.1	12.5
124	124	Barclays Bank	124	4.1	12.5
124	124	Barclays Bank	124	4.1	12.5

High/Low	Company	Price	Net Yld	P/E
124 1/4	MasterCard	236	—	2.8
124 1/4	Merck	277 1/2	—	4.3
154 1/4	MetLife	274 1/2	125	—
154 1/4	Morgan Stanley	—	4.3	37
63 1/2	Old Dominion	61	—	—
63 1/2	Old Dominion	61	0.1	0.3
23 1/4	Old Dominion	25	—	—
23 1/4	Old Dominion	25	—	—
23 1/4	Old Dominion	25	—	—
23 1/4	Old Dominion	25	—	—
23 1/4	Old Dominion	25	—	—
23 1/4	Old Dominion	25	—	—
23 1/4	Old Dominion	25	—	—
23 1/4	Old Dominion	25	—	—
23 1/4	Old Dominion	25	—	—
23 1/4	Old Dominion	25	—	—
23 1/4	Old Dominion	25	—	—
23 1/4	Old Dominion	25	—	—
23 1/4	Old Dominion	25	—	—
23 1/4	Old Dominion	25	—	—
23 1/4	Old Dominion	25	—	—
23 1/4	Old Dominion	25	—	—
23 1/4	Old Dominion	25	—	—
23 1/4	Old Dominion	25	—	—
23 1/4	Old Dominion	25	—	—
23 1/4	Old Dominion	25	—	—
23 1/4	Old Dominion	25	—	—
23 1/4	Old Dominion	25	—	—
23 1/4	Old Dominion	25	—	—
23 1/4	Old Dominion	25	—	—
23 1/4	Old Dominion	25	—	—
23 1/4	Old Dominion	25	—	—
23 1/4	Old Dominion	25	—	—
23 1/4	Old Dominion	25	—	—
23 1/4	Old Dominion	25	—	—
23 1/4	Old Dominion	25	—	—
23 1/4	Old Dominion	25	—	—
23 1/4	Old Dominion	25	—	—
23 1/4	Old Dominion	25	—	—
23 1/4	Old Dominion	25	—	—
23 1/4	Old Dominion	25	—	—
23 1/4	Old Dominion	25	—	—
23 1/4	Old Dominion	25	—	—
23 1/4	Old Dominion	25	—	—
23 1/4	Old Dominion	25	—	—
23 1/4	Old Dominion	25	—	—
23 1/4	Old Dominion	25	—	—
23 1/4	Old Dominion	25	—	—
23 1/4	Old Dominion	25	—	—
23 1/4	Old Dominion	25	—	—
23 1/4	Old Dominion	25	—	—
23 1/4	Old Dominion	25	—	—
23 1/4	Old Dominion	25	—	—
23 1/4	Old Dominion	25	—	—
23 1/4	Old Dominion	25	—	—
23 1/4	Old Dominion	25	—	—
23 1/4	Old Dominion	25	—	—
23 1/4	Old Dominion	25	—	—
23 1/4	Old Dominion	25	—	—
23 1/4	Old Dominion	25	—	—
23 1/4	Old Dominion	25	—	—
23 1/4	Old Dominion	25	—	—
23 1/4	Old Dominion	25	—	—
23 1/4	Old Dominion	25	—	—
23 1/4	Old Dominion	25	—	—
23 1/4	Old Dominion	25	—	—
23 1/4	Old Dominion	25	—	—
23 1/4	Old Dominion	25	—	—
23 1/4	Old Dominion	25	—	—
23 1/4	Old Dominion	25	—	—
23 1/4	Old Dominion	25	—	—
23 1/4	Old Dominion	25	—	—
23 1/4	Old Dominion	25	—	—
23 1/4	Old Dominion	25	—	—
23 1/4	Old Dominion	25	—	—
23 1/4	Old Dominion	25	—	—
23 1/4	Old Dominion	25	—	—
23 1/4	Old Dominion	25	—	—
23 1/4	Old Dominion	25	—	—
23 1/4	Old Dominion	25	—	—
23 1/4	Old Dominion	25	—	—
23 1/4	Old Dominion	25	—	—
23 1/4	Old Dominion	25	—	—
23 1/4	Old Dominion	25	—	—
23 1/4	Old Dominion	25	—	—
23 1/4	Old Dominion	25	—	—
23 1/4	Old Dominion	25	—	—
23 1/4	Old Dominion	25	—	—
23 1/4	Old Dominion	25	—	—
23 1/4	Old Dominion	25	—	—
23 1/4	Old Dominion	25	—	—
23 1/4	Old Dominion	25	—	—
23 1/4	Old Dominion	25	—	—
23 1/4	Old Dominion	25	—	—
23 1/4	Old Dominion	25	—	—
23 1/4	Old Dominion	25	—	—
23 1/4	Old Dominion	25	—	—
23 1/4	Old Dominion	25	—	—
23 1/4	Old Dominion	25	—	—
23 1/4	Old Dominion	25	—	—
23 1/4	Old Dominion	25	—	—
23 1/4	Old Dominion	25	—	—
23 1/4	Old Dominion	25	—	—
23 1/4	Old Dominion	25	—	—
23 1/4	Old Dominion	25	—	—
23 1/4	Old Dominion	25	—	—
23 1/4	Old Dominion	25	—	—
23 1/4	Old Dominion	25	—	—
23 1/4	Old Dominion	25	—	—
23 1/4	Old Dominion	25	—	—
23 1/4	Old Dominion	25	—	—
23 1/4	Old Dominion	25	—	—
23 1/4	Old Dominion	25	—	—
23 1/4	Old Dominion	25	—	—
23 1/4	Old Dominion	25	—	—
23 1/4	Old Dominion	25	—	—
23 1/4	Old Dominion	25	—	—
23 1/4	Old Dominion	25	—	—
23 1/4	Old Dominion	25	—	—
23 1/4	Old Dominion	25	—	—
23 1/4	Old Dominion	25	—	—
23 1/4	Old Dominion	25	—	—
23 1/4	Old Dominion	25	—	—
23 1/4	Old Dominion	25	—	—
23 1/4	Old Dominion	25	—	—
23 1/4	Old Dominion	25	—	—
23 1/4	Old Dominion	25	—	—
23 1/4	Old Dominion	25	—	—
23 1/4	Old Dominion	25	—	—
23 1/4	Old Dominion	25	—	—
23 1/4	Old Dominion	25	—	—
23 1/4	Old Dominion	25	—	—
23 1/4	Old Dominion	25	—	—
23 1/4	Old Dominion	25	—	—
23 1/4	Old Dominion	25	—	—
23 1/4	Old Dominion	25	—	—
23 1/4	Old Dominion	25	—	—
23 1/4	Old Dominion	25	—	—
23 1/4	Old Dominion	25	—	—
23 1/4	Old Dominion	25	—	—
23 1/4	Old Dominion	25	—	—
23 1/4	Old Dominion	25	—	—
23 1/4	Old Dominion	25	—	—
23 1/4	Old Dominion	25	—	—
23 1/4	Old Dominion	25	—	—
23 1/4	Old Dominion	25	—	—
23 1/4	Old Dominion	25	—	—
23 1/4	Old Dominion	25	—	—
23 1/4	Old Dominion	25	—	—
23 1/4	Old Dominion	25	—	—
23 1/4	Old Dominion	25	—	—
23 1/4	Old Dominion	25	—	—
23 1/4	Old Dominion	25	—	—
23 1/4	Old Dominion	25	—	—
23 1/4	Old Dominion	25	—	—
23 1/4	Old Dominion	25	—	—
23 1/4	Old Dominion	25	—	—
23 1/4	Old Dominion	25	—	—
23 1/4	Old Dominion	25	—	—
23 1/4	Old Dominion	25	—	—
23 1/4	Old Dominion	25	—	—
23 1/4	Old Dominion	25	—	—
23 1/4	Old Dominion	25	—	—
23 1/4	Old Dominion	25	—	—
23 1/4	Old Dominion	25	—	—
23 1/4	Old Dominion			



# Analysts find an image to suit

A whispering campaign is growing against computer professionals. They stand accused of wearing anoraks. With any other shaver, proof outer garment this might merely testify to the good sense of anyone occasionally exposed to British weather.

But the anorak does more than identify the sartorially challenged. It represents a hooded slur on the profession. Train-spotter wear anoraks; train-spotter wear anoraks; therefore computer people are social outcasts. It is not necessary actually to own an anorak to fall into the category of anorak-wearers. Personality — or the absence of it — is enough to condemn an individual.

Perhaps computing attracts the slur because some of its most prominent individuals are often mistaken for nerds. Bill Gates, founder and head of Microsoft, the giant software company, is youthful, clean-cut and bespectacled, which is enough to persuade some that he would be happier in an anorak. Michael Dell, the similarly

There are ways to avoid being typecast by job interviewers,

David Guest says

youthful and almost equally successful founder of Dell Computers, occasionally attracts the same comment.

If programmers, in particular, seem short of social graces, society must take much of the blame. A programmer may have as wide a range of interests as the next man and the ability to discuss them engagingly, but in conversation the opening confession of being a programmer has always been a hostage to fortune.

The disparagement of information technology specialists probably arises from a confusion of anorak wearers with headbangers. It takes a certain doggedness to work out how to make a computer

do something. Jack Hassall, a musician turned software house proprietor, first became attracted to PCs by the possibility of turning a microcomputer into a drum machine.

Now he runs Stockport-based Stanford Software, a company selling software and services to, among other people, accountants. He argues that image is irrelevant to competence and creative ability. "People have got to think beyond first impressions," he says.

Mr Hassall does not worry unduly about dressing to make an impression. He thought his T-shirts and jeans might disturb potential clients in the accounting fraternity — some members of which are also suspected of having an anorak in the closet — but he concludes: "They see me in jeans and John (his business partner) in a suit, and they remember us."

Mr Hassall, a rhythm and blues guitarist for 25 years, wears his hair long and quite possibly his trousers rolled up. "I don't possess a suit and I never wear a tie. I find this whole thing about dress codes



Jack Hassall, a musician turned software house proprietor, says he never wears a suit and tie

very odd. I can see that sales people should wear a suit, but programmers: why?"

Apple Macintosh users are especially free with the anorak slight. The founder of Commodore, Jack Tramiel, once described the Macintosh as a computer for boutique owners, and the necessarily fashion-conscious boutique owners are

now hitting back in kind. To them, people capable of understanding a Dos command line on a pre-Windows personal computer must have solder under their fingernails.

Apple UK has a liberal dress code, but its spokesman declares that no self-respecting employee

would wear an anorak. But at trade shows, and especially at Apple-specific events in the US where most of the attendees are in multi-signs of anorak inclinations can be detected.

These include compulsive tapping at the keyboards of demonstration systems, distractedly

bumping into other visitors in the aisles and evincing excessive interest in the technology of modems. At some trade shows it would hardly be surprising if the organisers were to distribute anoraks at the door for visitors to enter properly dressed, but whether the majority of such visitors are computer professionals or computer users is an open question.

What seems not to be in doubt is that the profession has an image problem. This can be treated. As in photography, images can be enhanced.

Nuala Hawthorne, an image consultant to Courts Career Consultants, says: "When we work with someone we're looking for the feel-good factor, to help them display a certain air of confidence. An interviewer will assume a level of competence from that confidence. If they are talking about technical matters there should be no problem because they're on home ground. But on general questions about themselves, the confidence and feel-good factor help carry the conversation through."

Some of Mrs Hawthorne's advice is formulaic — dark colours convey authority, for example. Its general thrust is to help people work on their appearance to increase their confidence and enhance their image. With sufficient confidence they might even carry off an anorak, though Mrs Hawthorne would not recommend it.

TO ADVERTISE  
CALL: 071 481 1066

## INFORMATION TECHNOLOGY

FAX:  
071 782 7826

### These are HARD TIMES Unless you are in Software

Beat the recession with qualifications and a new career.

It's estimated that within 5 years there'll be 41 million new computers in the UK. A career in software will be THE high-paying, in-demand job. Qualify now with the City and Guilds of London, work towards an NVQ at level 3, and learn the skills to become an associate member of the Institution of Analysts and Programmers (AMiAP) and a career in software with unlimited prospects could be yours.

It's not very difficult — a little of your spare time and our award winning learning system could soon provide the essential qualifications you need. For free information, grading test and details of available Government Support, send the coupon below or phone 0384 488522.

C.I.L. PREPOST, Dudley DY3 2SR.  
Mr/Mrs/Ms/Ms Age  
Tel. Address  
Post Code  
Occupation  
Computech International Ltd. Est. 1984

No.1 for jobs abroad  
MORE JOBS  
MORE CHOICE  
MORE OFTEN  
over 1,000 genuine vacancies  
professional, technical, contract, working holidays, trade, skilled and unskilled

You could be one of the 1/4 million Britons who go abroad to work every year!

### OVERSEAS JOBS EXPRESS

Published every two weeks, Overseas Jobs Express has more jobs and provides more information about working abroad than any other publication. As the acknowledged leader in its field it has been featured on radio, TV and in newspapers in Britain and around the world and is recommended by government departments.

3 months' subscription is just £18 or, for more information, send 2 x 25p stamps or large SAE

OVERSEAS JOBS EXPRESS (TS)  
P.O. BOX 22, BRIGHTON BN1 6HX  
GENERAL ENQUIRIES: TEL: 0273 440220  
24 HOUR CREDIT CARD LINE 0273 454522

## Global Support Manager IT Systems

£60,000 + Bonus

City

Exceptional opportunity to support the launch and roll-out of worldwide consumer financial services venture.

### THE COMPANY

- ◆ High profile pre-launch team developing business strategy, trialing technology and establishing key client relationships.
- ◆ Setting up joint venture, backed by major financial institutions.
- ◆ Offering strongly branded and supported proposition to financial services community.

### THE POSITION

- ◆ Build commercially oriented international technical support team. Report to Head of Operations. Extensive travel.
- ◆ Provide pre-/post-sales consultancy. Plan and project manage multiple, large-scale implementations. Train user teams.
- ◆ Develop technical standards, guides and customer services infrastructure.

### QUALIFICATIONS

- ◆ Blue-chip, multinational background. Proven experience of supporting sale and delivery of high value, integrated IT systems.
- ◆ Commercially astute man-manager with strong project control skills. Customer service oriented.
- ◆ Financial services industry and/or smart card technology knowledge useful.

Please send full cv, stating salary, Ref SN0221  
NBS, 7 Shaftesbury Court, Chiswick Park,  
Slough SL1 2ER



NBS SELECTION LTD



Slough 0753 819227  
Aberdeen • Birmingham • Bristol  
Edinburgh • Glasgow • London  
London • Manchester

## SYSTEMS SOFTWARE SALES PROFESSIONALS

CAMBERLEY, SURREY

**BMC**  
SOFTWARE

The Experience, The Technology,  
The Future

BMC Software is one of the world's largest suppliers of utility and networking software in the IBM Mainframe environment. World-wide it employs over 1,000 staff, has annual revenue in excess of \$230 million, and has an excellent reputation throughout the IT industry for the quality of its products and the professionalism of its staff.

The growth of both networking and distributed processing in all industry sectors has led to substantial potential for BMC, and accordingly opportunities have arisen for high calibre, ambitious and professional sales executives. The successful candidates will be based in Camberley, Surrey, and must be able to demonstrate:

- A proven track record in the sale of software to large companies.
- Excellent communication and presentation skills at all levels.
- Motivation and the desire to succeed in a dynamic and changing industry.

Successful candidates will be rewarded by an excellent remuneration and benefits package including a fully expensed executive company car. If you think that you should be considered for this challenging role, please forward your CV and a covering letter to David Morris, BMC's advising consultant.

McCourt Consultants Limited,  
66-68 St Mary's Butts, Reading,  
Berkshire, RG1 2LG.  
Tel: 0734 509441 Fax: 0734 567536  
8pm-10pm & Weekends: 0703 841093

**MCL**  
MCCOURT CONSULTANTS LTD

## COMMERCIALLY ORIENTED IT SPECIALISTS WITH PROVEN MANAGERIAL STRENGTHS

To help this highly successful company develop its impressive IT activity still further

c. £33,000, profit share, car + excellent benefit package

The company, consistently highly profitable (even through the recession) and the undoubted market leader in its own specialist area of the leisure sector, is now preparing to make the most of the upturn. Large scale investment in Information Technology has already made a major contribution to its success, but the dynamics of the IT world mean that there is always much more to be done. The stage is now set for further exciting development.

### Technical Architecture Manager

The essence of this role will be to research and recommend the hardware, software and telecomms on which a technical strategy best suited to the company's business aims should be based. It's a job for an IT professional whose understanding of technology in its broadest sense — mainframe, mid-range and client/server hardware and software, methodologies, and voice & data communications — is matched by proven managerial strength and excellent communication skills. Ideal candidates may be boffins, but they'll be boffins who clearly understand the commercial application of their technology and whose inter-personal skill will motivate their subordinates and impress their non technical colleagues. Unusual boffins indeed! Reference WE 4006.

For all three positions, the best candidates, probably under forty and ideally graduates, will certainly have at least ten years' relevant experience, of which four must have been in a genuine management role. Current platforms include ICL mainframe and mid-range, so knowledge of this equipment would be valuable, but certainly not essential.

### Systems Development Manager

The appointee will be responsible for producing and implementing a corporate systems strategy and systems implementation plan. This work will involve the management of a large number of high intellect professional staff, including contractors, consultants and FM providers, so proven ability to control multiple projects concurrently, to timescale, to budget and under pressure, will be the hallmark of our ideal candidate. It would be particularly valuable if this ability has been demonstrated in the retail, distribution, mail order or direct mail sector. This is far more than a technical role; although the job demands first rate experience in systems development across a wide range of technical platforms, it is even more important that we identify outstanding inter-personal skill and business acumen. Reference WE 4007.

The existing team, fifty strong and with considerable technical expertise, has achieved a great deal in the past decade, but now three senior managers are to be appointed, to help drive the function through its next stage, identifying strongly with the company's business aims and forging stronger links with their non-technical peer group.

### Production Services Manager

This job carries responsibility for the provision of IT production and support services to meet the business needs of the user departments and of the company as a whole. Candidates must demonstrate substantial experience both of the management of multi-site, multi-platform IT operations and of the management of external FM providers. Security, change management and disaster recovery are key responsibilities of the job, and we will be looking for evidence of real experience in these areas — along with the clear understanding that this is a service role, in which a quality driven approach to customer service is essential. Once again, although this clearly requires technical know-how, our selection will focus strongly on the ability to handle — and influence the thinking of — colleagues and internal customers. Reference WE 4008.

There is considerable opportunity for career development; it is crucial that we should identify the ability and the ambition to take advantage of this. Please send full career details, quoting the appropriate reference number on both letter and envelope, to Terry Ward, Ward Executive Limited, 4-6 George Street, Richmond-upon-Thames, Surrey TW9 1JY.

**WARD EXECUTIVE**  
LIMITED

Executive Search & Selection

seeing the  
the PC S

INFO  
TECH

Hardware

Senior  
Technical  
Support  
Engineer



## INFOTECH

## Seeing through the PC screen

Many Americans are said to view radio as television - without the pictures and therefore largely of interest only when driving a car. The portable radios often found in British kitchens or bedrooms are usually replaced by TVs in American households.

In a similar vein, some high-tech companies hope the only reason telephones do not come with pictures is because it has not been technically feasible until recently. Given the right price, they argue, few customers would opt for a speech-only service.

That view gains little credence, however, from sales of the first videophones aimed at the domestic market that went on sale in Europe and America last year. BT's Relate 2000 videophone, for example, has a first-year target of 10,000 sales in Britain. Dataquest, the research company, however, believes fewer than that were sold in Europe as a whole last year. Dicon, one of the main outlets, has sold only a few hundred.

At £400, the videophone provides a small 3½-in screen, jerky pictures that look as if they come from the moon and a serious chicken and egg situation. Buy only one and who on earth do you phone? Those who have taken the plunge usually buy two and

**Matthew May**  
on a new way of doing business - the video telephone call

send one to a far-flung relative in order to keep in touch.

Deutsche Telekom, for example, says that many of its sales have been to Turks living in Germany and wanting to keep in touch with relatives back home. Another potential market - those wanting video versions of 0998-type adult sexlines - is no more than a glimmer in anyone's eye as the merest hint of any such service brings ICSTIS, the telephone watchdog, running.

A far more immediate prospect is the widespread use by business of video calls - adding a kit to personal computers connected to the phone. This week, Intel, the giant chip manufacturer, company began selling a kit in America that can be used to upgrade any brand of the latest PCs that use a 486 or Pentium chip, to handle video calls. In business parlance, this becomes video conferencing. However, at the moment the system is only able to let two people talk to and see each other.

The Video System 200 consists of a video camera that sits on top of a computer screen, add-in boards for the PC and a headset with microphone. If they haven't already done so, business customers must also subscribe to the upgraded telephone service known as ISDN. Once connected up an image of the caller appears, at seven to 15 frames a second, in a "window" taking up to one quarter of the screen. The system comes with other software which lets users share and edit documents simultaneously and an optional package, Premier, which lets two people share a software application even if one person does not have it.

What Intel is offering is not unique, but in a market that has barely started prices are already dropping fast. Although British prices will not be announced until the kit goes on sale here in the summer, it costs \$2,500 (£1,680) in America plus the cost of a PC. If one has to be bought specially - half the price of the nearest competitor.

"We see it as the next wave," says Nigel Grierson, European marketing director for Intel. "No one today would dream of doing business without the telephone or a PC and the same will become true for video calls." The hope is that PC users will leap at a system that lets them hold meetings



Video calls between office personal computers around the world may be a new way of doing business as prices fall

and share information without having to leave their desks.

Despite variations in the ISDN services used in different countries, such systems can work internationally. But this is possible only if the equipment is bought in the

country of use to take account of any local modifications that may have to be made.

Curiously, the result is that it may be easier to make a video call between offices in London and New York than between people on different floors in the same company. Running Video System 200 over local area networks or through a company switchboard is, Mr Grierson says, still an "emerging technology".

That a company as large as Intel, which along with Microsoft dominates the PC industry, has decided office video calls are the way of the future is bound to give the concept a boost.

But Intel also has other reasons for promoting video. Last week the company, which produces the chips used in most PCs, announced revenue had increased by 50 per cent during 1993 to nearly £6

billion while profits more than doubled to £1.5 billion.

Part of that success has come from Intel keeping ahead of competitors by reducing the time between each new generation of chips.

But that also means convincing customers equally quickly that they need ever more powerful machines. Getting them interested in putting moving pictures on their PC screen fills that need neatly.

## INFORMATION TECHNOLOGY

## Hardware Sales Professionals

M4 Corridor

OTE £60 - £70,000

By combining a superb product range with an absolutely blue-chip client list and an unrivalled record of technological innovation, our client has become a recognised leader in their field.

But that's just the beginning.

As a global multinational with a turnover in excess of a billion dollars, they are now investing in a major strategic development programme designed to extend their market leadership and achieve continuing growth and profitability well into the next century.

In support of this objective, our client now wishes to recruit a number of top quality sales executives - individuals with the expertise, professionalism and vision to generate consistent results in a rapidly evolving business environment. Probably in your thirties and educated to degree level, you will need around ten years' high-level sales success and experience of managing major account penetration, preferably to OEMs, for a US, multinational high-tech hardware provider.

As we are genuinely seeking out the 'best there is' our

requirements will be high, both in previous experience and personal characteristics. We will insist upon highly developed negotiating abilities, impressive communication skills, an evident, self-motivated personality and a demonstration of assuming ownership of issues and problems. Above all else, though, we will require absolute conviction on your sales ability which must be beyond reproach.

In short, our client wants the best sales professionals in the country - a fact reflected in their willingness to negotiate a package of terms and benefits commensurate with your seniority and expertise. This will include a high base salary with an OTE of £60 - £70,000, all of the usual big company benefits, and a very attractive share purchase plan that provides real wealth accumulation opportunities.

If you would like to take this further, please send a copy of your resume, quoting ref 6256, to Richard Hewson at Moxon Dolphin Kerby, 178-202 Great Portland Street, London W1N 6JJ, or call him on 071 631 4411 for an initial discussion.

**MOXON DOLPHIN KERBY**

EXECUTIVE SEARCH & SELECTION



## Senior Technical Support Engineer

Maidenhead

£35k

News Datacom Limited is a wholly owned subsidiary of News International Plc and is a market leader in the provision of Pay-TV Conditional Access and Subscriber Management Systems. Corporate headquarters are located in Maidenhead and it has offices in the US, Australia and Hong Kong. Research and development teams are based in Maidenhead and Israel.

The company now requires a Senior Technical Support Engineer to set up and manage a post-sales technical support team. The candidate should be educated to degree standard in a relevant engineering subject and have a number of years experience in a broadcasting technical support role including:

- Television broadcasting and receiving via Satellite, Terrestrial, MMDS and Cable
- PCs and workstations including Networking
- Software programming at least in 'C' and preferably in assembler for a range of microcontrollers.

Hardware design experience of professional and consumer products would be advantageous as would experience of project management.

The candidate should be at ease dealing with customers either over the phone or face to face. An ability to handle difficult situations effectively in a professional and enthusiastic manner is essential.

Experience in an international environment is advantageous.

Self motivation and a willingness and ability to work 'out of hours' around the world, when required, is also essential.

The remuneration package includes medical insurance and pension scheme

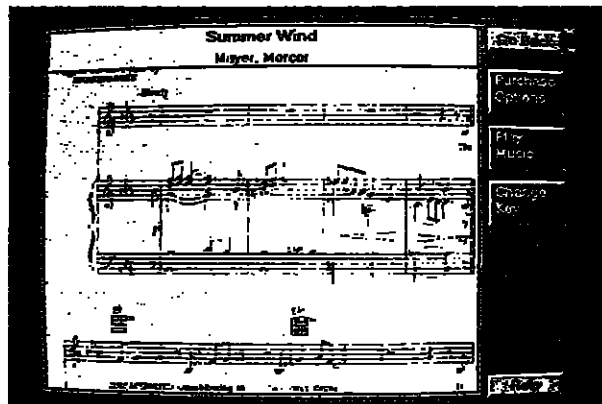
Interested candidates should post a detailed c.v. to the Personnel Manager

**News Datacom Limited**

51 Clivemont Road, Clivedon Park  
Maidenhead, Berkshire SL6 7BZ

## A happy note for those having to change keys

Do you have a symphony to transpose? Help is at hand



The IBM Note Station which transposes entire scores

As anyone who has tried to master a musical instrument knows, composers rarely do players any favours. Most instruments possess one key that is easier to play than any other, C major and A minor on the piano, for example, which are simple to remember since they contain no black notes.

Composers are obviously more interested in how the music sounds than how convenient it is to play, and have a habit of setting pieces in whatever key pleases them.

If a musician needs to change the key, to make it easier or to accommodate the voice range of a singer, they need to transpose the entire piece, note by note, bar by bar. It is a tedious task, much loathed by musicians, and one which technology is beginning to banish.

The Boosey & Hawkes music store in Regent Street, London, has become the first in Britain to offer the high-tech answer to the problem of sheet music. It has installed an £8,000 IBM Note Station, a PC-based booth which allows customers to browse through a CD-ROM database of more than 4,000 musical scores covering everything from classical symphonies to modern rock songs.

Using a touch screen, customers can find the music they need, searching by title or composer. The screen then displays the first page of the score and plays it in the normal key.

On-screen icons allow the customer to raise or lower the pitch of the song automatically and listen to the results. When they are happy with them, the personalised score is printed out by a laser printer for £3.95 per piece. As more copyright deals are signed to allow music to go on to the system, new CD-ROM discs appear each month with an expanding range of titles.

For the technically literate, the system can go one step beyond conventional printed scores and produce a floppy disc of the work stored in a musical format known as MIDI. This is the music world's equivalent of a common word-processing format and it stores a work in an electronic language which can be read, played and edited by composition software on a wide range of computers.

Once the symphony is downloaded from the booth on

to a floppy, it can be inserted into a suitably-equipped PC and listeners can hear the entire orchestration played back in all its different parts.

If the computer's sound facilities are rudimentary, the results will sound very much like Mario Brothers meets the LSO. However, with sophisticated "sampled" voices on a system - real sounds stored electronically - the music will play back in CD-quality.

Some copyright restrictions remain, but in theory, with a MIDI symphony on disc, musicians can rewrite and rescore

If the computer's sound facilities are rudimentary, the results will sound very much like Mario Brothers meets the LSO

classical or modern music on screen, changing instruments, time signatures and keys in a matter of seconds.

Larry Heller, the American musician who co-founded the technology company behind the system when he found it difficult to track down conventional printed music, predicts that booths will become commonplace in all music shops over the next few years.

"Midi is a very popular technology with professional musicians, but it is only in its infancy for consumers. We expect disc-equipped keyboards to become the norm and that people will buy music on disc instead of on paper, but at the moment 90 per cent of sales are in printed manuscripts," he says.

The main attraction is just availability - it is very hard to find the piece of music you want because stores cannot

stock a big enough range. After availability, the next great attraction is transposition, changing songs to suit the singer, a particular instrument, or just to make a complex arrangement easier by shifting key.

For professional musicians used to spending days transposing music by hand, the potential for saving time is enormous, but so is the less endearing potential for converting the 1812 Overture into a steel band reggae number in a matter of minutes without recording a single instrument.

And as composers now jumping up and down in their seats will wish to point out, there is also the problem of sound. You can transpose Scott Joplin's tricky little *Gladiolus Rag* from A flat into C, but it will still sound wrong. The keyboard industry has thought of this. Its latest digital pianos look, sound and feel like conventional acoustic instruments but are driven by complex electronic technology and can transpose their keyboard, too.

So, if the combined syncope and four flats of the *Gladiolus Rag* are causing problems, the musician can transpose the music into C at the computer, then transpose the keyboard so that when it plays the note of C, they hear A flat, and so on up and down the keyboard. Happily, nothing on earth can help with the syncope... yet.

DAVID HEWSON

## ONLINE

## Unread Apple

APPLE's electronic notepad, the Newton Message Pad, has sold only 75,000 units since its launch five months ago. Technology buffs and those in the industry accounted for what Apple said were sales of 50,000 in the first month.

The £600 device uses handwriting recognition instead of a keyboard - but failed to work properly. Rivals accept that the concept will eventually become popular but that Apple's Newton was launched too early and costs too much.

## New money

NCR, the computer maker, is to change its 110-year-old name to AT & T Global Information Solutions. It is now a division of AT & T, which bought NCR in 1991.

The new name will appear on the company's computers, headquarters and trucks. The old name will be retained on automated teller machines and checkout scanners. NCR came from the company's original name of National Cash Register.

## Border delay

THE plans of nine governments to dismantle their borders and create a free travel zone for European citizens by February 1 have been delayed again.

The Schengen group - which consists of all European Union members except Britain, Denmark and Ireland - said this week it would not set another deadline because it is not clear when a giant computer system, designed to enable police and immigration services to share information, will be ready.

## Caring touch

MERCURY One-2-One, the mobile phone network operating in and around London, clearly believes that there is no group in society that cannot benefit from its service. It is to sponsor a one-day conference "to raise awareness of the needs of carers".

Richard Goswell, the managing director, says: "Many women spend much of their time caring for older or infirm family members. Their day-to-day schedule is as busy as any chief executives and their need to be in touch is as great, too."

## Czech fraud

A MAN has been sentenced to eight years in prison for stealing more than 35 million crowns (£785,000) in the Czech Republic's first major computer fraud.

Martin Janku, an employee of the Czech Savings Bank in Sokolov, Northern Bohemia, aroused suspicion when trying to withdraw several million crowns from the bank's branch in another city. He was detained after being recognised by a teller as the computer wizard she had met during recent computer training.



## Electronic Data Interchange (EDI)

ETS Enhance customer service  
ETS Reduce costs  
ETS Improve efficiency

ETS - A STRATEGIC PRODUCT TO MEET YOUR REQUIREMENTS

SAA The Computer Complex, Somerset Place, Plymouth PL1 4BB, UK  
Tel: 44 (0) 752 606000 Fax: 44 (0) 752 606033



# In exactly the right spot

Carrying a global positioning system means never having to complain that you're lost, Alan Jabez reports

Fifteen years after the American defence department launched its revolutionary satellite navigation network to track the movement of strategic vehicles around the world, the system has taken on a fresh lease of life for civilian applications.

In fact, it is now possible for anyone to purchase a pocket-size GPS (global positioning system) receiver which will locate your position anywhere in the world.

As long as the unit can "see" at least three satellites in the GPS network — each satellite orbits the globe every 12 hours — then irrespective of whether you are in the Scottish wilderness or the heart of London's West End, you should be able to identify your position to within an accuracy of between 30 to 100 metres.

Significantly, the twenty-fourth satellite in the GPS constellation has recently become operational nearly 20,000 kilometres above the earth, which should ensure a greater level of accuracy.

The accuracy could in fact be much greater, but the American military scrambles the satellite signals for non-US military users. This ensures that no other nation obtains an unfair advantage against the Americans using their own technology, which has so far cost them more than £2 billion.

Walter Blanchard, the new president of the Royal Institute of Navigation, says GPS is one of the most exciting navigational developments in recent times.

An increasing number of civilian users have taken to GPS. Mountain rescue teams, urban bus and commercial fleet operators, as well as the emergency services are all seeing the potential of a system which provides positional information anywhere in the world, 24 hours a day.

Several major Japanese electronics companies have also recognised the potential. A number of consumer products are expected to be launched in Europe later this year. Panasonic already sells a

£500 hand-held GPS receiver in Britain which was initially intended for mariners, but is also attracting interest from serious ramblers, balloonists, canoeists and expeditionists.

It provides longitude and latitude positions and software is being developed to provide Ordnance Survey co-ordinates.

The biggest growth area for GPS receivers is the land-based transportation market. GEC, the giant electronics company, which has a long involvement in military technology, won an order to install receivers into the police vehicles in the Norwegian town of Lillehammer for next month's Winter Olympics.

This will enable the police controllers to monitor the precise position of all their vehicles and then dispatch the nearest vehicle to any incident.

The company is also developing GPS receivers to guide motorists to any destination in the country. Several trial vehicles are already equipped with special antennas to receive the satellite signals, which, via a control box in the boot, are then inputted into an electronic map on the dashboard.

At the start of the journey, drivers key their intended destination into the unit, and are automatically guided to the location by a series of arrows on the screen. There will be no need to look at a street sign or a cumbersome paper map.

GEC has already developed a Europe-wide GPS tracking system for commercial fleet operators. Instead of drivers

calling in with their location, transport managers can now pinpoint their position anywhere in Europe on an electronic map in the control room, monitor the temperature in any vehicle's refrigeration department and check whether sensors on the doors have been tampered with.

The system can also be upgraded to pinpoint a vehicle's position to within three metres by using a technique known as differential GPS. This uses an existing fixed position on the ground to correct the degraded satellite signals but doubles the cost.

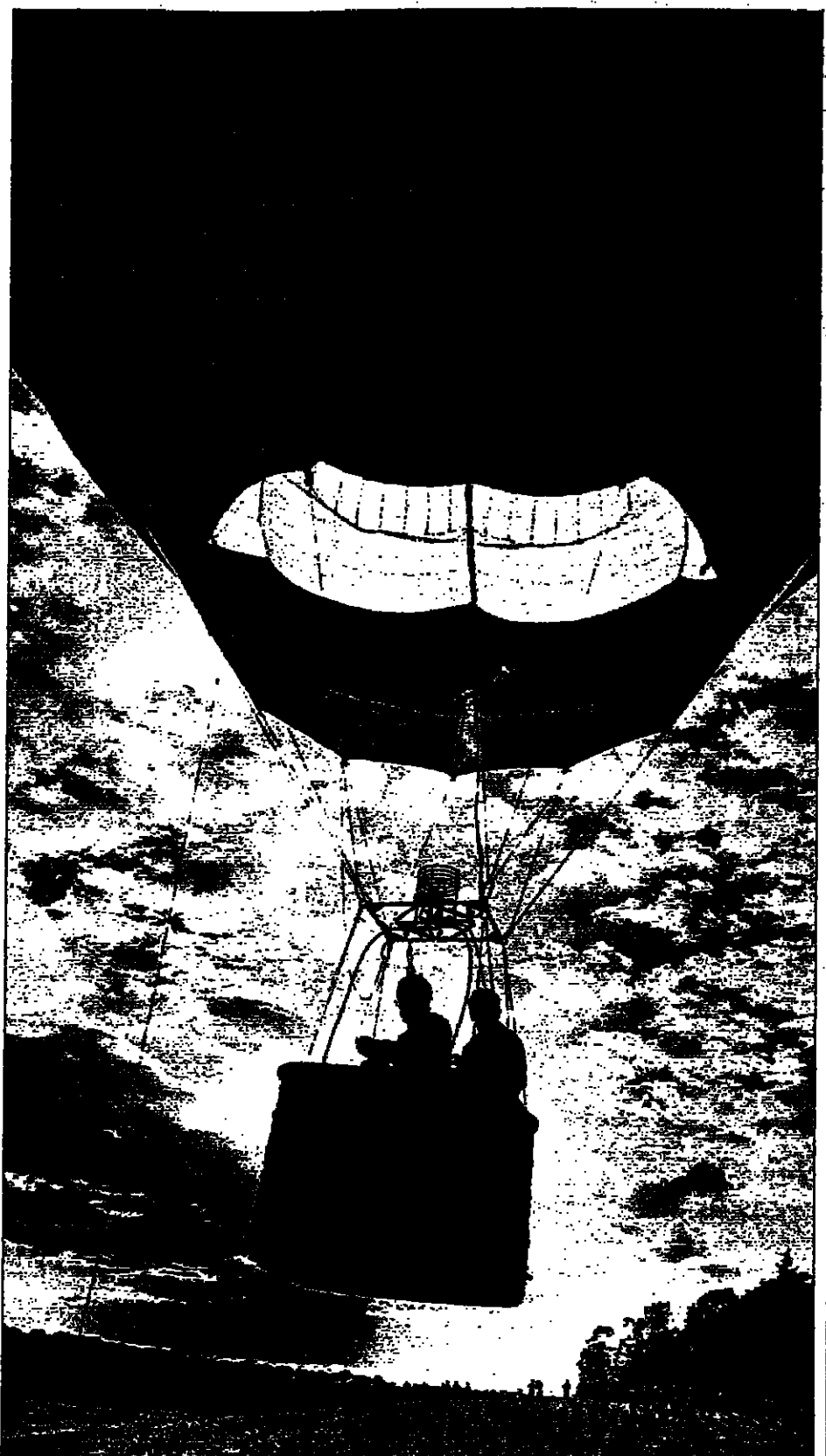
GEC is also developing a portable system so that drivers will be able to track their position on any European road. Digitised road maps are connected to a portable computer with a moving pointer in the middle of the screen showing the user's present whereabouts. The company says it could be on the market within a couple of years and at the cost of no more than a good stereo.

Another system, being developed by Ford, will mean that rescue organisations can pinpoint a broken-down car's whereabouts. The same system could also be used to locate and recover stolen vehicles.

Now the travel industry is looking at the potential of GPS systems for tourists. Already in Japan, some tourist buses have on-board receivers connected to CD-ROMs. Instead of a driver or tour organiser using a microphone to inform passengers of places of interest, the receiver activates a recorded tape each time the bus passes a specific location.

GPS has suffered performance problems in some urban areas because the satellites can be obscured by high-rise buildings. However, now that the twenty-fourth satellite is in place, it is claimed such problems should occur less often.

Already under development is a unit which combines a GPS receiver with highly de-



Hot air balloonists use the £500 GPS receiver to check longitude and latitude positions

tailed digitised maps of many big towns. This will enable business travellers and other users to be guided to any known location whenever they are in unfamiliar territory.

GPS is also being considered for civilian air traffic control purposes. In a recent demonstration to aviation experts in Washington DC, a passenger jet was guided on to

a runway without the pilot touching any controls, a technique which normally requires expensive ground installations.

The navigation community, however, are not yet convinced GPS is appropriate for such operations. "The system needs to be 100 per cent accurate all the time," Mr Blanchard says. "And with only 24 satellites in

place, many pilots are sceptical that can be achieved."

But in another ten years, Mr Blanchard believes, many people could have a tiny satellite receiver attached to their wristwatch costing no more than £50. Perhaps, in time, this could inform them of their present whereabouts in a way that street signs provide such information at present.

## The hidden cost of PCs

Better performance and lower prices are not always delivered as promised

Fewer than one in ten businesses are managing to control the runaway cost of their personal computer networks — at least \$6,000 (£4,000) per PC per year and rising, says a report published this week.

The survey by the International Technology Group (ITG) of more than 250 American-based organisations says the use of powerful PCs and local area networks as an alternative to mainframes do not always live up to their promise in terms of both price and performance.

It says only in a few instances were users found to have "downsized" critical business applications from mainframes to PCs connected over a network. "Most applications downsized on to networked PCs are relatively new or recently installed. The majority involve generally 'smaller office' installations for decision support and electronic mail applications," it concludes.

"In most organisations, the real cost of networked PCs is the least controlled business cost of any kind. This is an incredible situation."

Although the findings concentrate exclusively on the United States, some consultants agree that the situation is no different in the United Kingdom. They include Barry Graham, of Xephon, the Berkshire-based consultants, who recently completed a lecture tour — entitled the Downside of Downsizing — of 12 American cities.

"We found that for 20 to 30 users, networked PCs can be reasonably cost-effective, but they simply do not work for critical applications," he says.

A lack of control over office technology in Britain was revealed in a recent report by KPMG Management Consulting, which estimates that the total cost of the PC, including all hidden extras, could be more than £5,000 a year. It says that more than 90 per cent of total workstation ownership costs are not being properly managed.

"Staff in user departments who devote a proportion of their time to workstation support matters are often not under the influence of any

managerial control," it says. Peter Slavid, corporate systems business manager at ICL, agrees that decision-makers must shoulder the blame for failing to control costs. "It isn't the fault of the technology," he says. "It's the way the technology is being managed. IT managers often have little control over the budgets of individual departments, who don't understand how much they are spending on technology and don't treat it as a serious issue."

"PCs and local area networks have an important part to play as long as you know what you are doing with them. Unfortunately, many people don't. Powerful PCs are not there so that people can play games in their lunch hour."

The ITG agrees that downsizing has become an irrelevant question — it is not an either/or choice. The study found that the lowest costs are to be found among companies who recognise that there is a role for both centralised and distributed computing.

Like the PC, the mainframe has also been falling in price. — Mr Slavid estimates that today's mainframe costs half as much as the equivalent model four years ago, while price/performance has risen by 20 per cent a year.

The difference is that people are paying much the same for PCs as last year because they are buying more powerful machines. When choosing a mainframe they tend to buy the power they need," he says.

This is not the only reason why mainframes may become a more attractive proposition. Mr Graham says. Reliability is another factor as PC networks fail 23.6 times a year on average — the equivalent of four hours downtime a week. By contrast, mainframe availability is estimated by the ITG at 99.6 per cent.

Xephon's own research indicates that the benefit of the PC has not been as profound as often assumed. It points out that in America, while collar productivity has increased by just 0.2 per cent.

JONATHAN CONSTANT

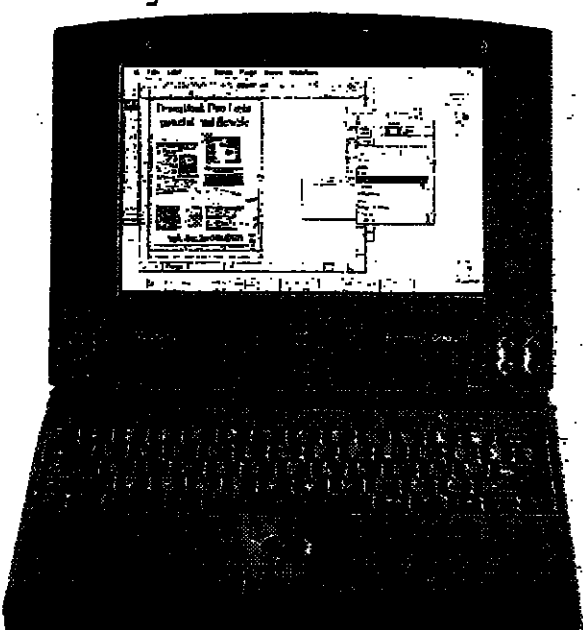
# The Apple PowerBook Duo™

Free good reasons to buy from Crown

With every PowerBook Duo over £600 worth of software & accessories absolutely FREE

Microsoft Office. Microsoft Office is made up of full versions of Microsoft's award-winning business applications. The Word is a word processor and report writer. It checks spelling and creates impressive presentations. PowerPoint for presentations that dazzle and draw. Mail is instantly done. Information.

Plus, with the first four hundred PowerBook Duo 230s sold, we're including the Apple External Portable superdrive and adapter. Colour co-ordinated with your PowerBook, this low power external floppy drive provides direct access to 400k, 800k and 1.44Mb Macintosh disks as well as 354-DOS and 622 formatted disks.



£499 ◀ plus VAT

LaserWriter Select 310

The perfect companion for your Apple Macintosh. PowerBook Duo 230 (or any IBM compatible PC with Windows). Postscript Laser printing with the LaserWriter Select 310. With 1.5Mb of RAM (expandable to 5.5Mb) and a dedicated RISC processor, it speeds through documents at up to 5 pages per minute. With 13 available Postscript fonts, 300dpi resolution and Adobe Postscript Level 1 software, excellent results are obtained every time. 250 sheet paper cassette as standard, optional second 250, or 500 sheet multi-purpose cassette. RS-422 Serial and Parallel interfaces. Cat. Code APP200. 1w. VAT £59.33. 12 Months warranty.

£899 ◀ plus VAT

PowerBook Duo 230 with software & accessories

The Apple Macintosh PowerBook Duo 230 computer is offered exclusively from Crown at this discounted price. With over 1000 worth of accessories absolutely free of charge if you bought Apple quality was outside your budget then to be seen. This slim lightweight notebook (carpeted) desktop machine at more than 10 times its 1.2 pound weight and sandwich-thin dimensions. The PowerBook Duo 230 has a Motorola 33MHz processor, 144Mb hard disk drive and 1.5Mb RAM. Built-in speaker and microphone for voice annotation and multimedia. The PowerBook Duo is designed for those who need maximum performance while on the move. Perfect for taking just about anywhere and when you return to your desk you can insert it into the Macintosh Duo Dock to create a complete Macintosh desktop system. Cat. Code APP900. 1w. VAT £109.33. 12 Months warranty.

## Hi Spec VTech

from

# £799

=VAT

There's an Intel i486 Processor inside every VTech Desktop Computer plus Microsoft Windows 3.1 and MS-DOS pre-installed.

<b>AT-BUS INTEL 486SX-25MHz</b> • 4Mb RAM Memory • 128K Cache Memory • 1Mb Super VGA Video graphics capability • 107Mb Hard Disk • 1.44Mb Floppy Disk • 14" MPRI Colour Monitor • 6 Expansion slots (5 Free) • 12 Months on-site parts and labour warranty included (can be upgraded to three years) All this for just <b>£799 + VAT</b> £936.83 including VAT. Cat code VTE604	<b>VL-LOCAL BUS INTEL 486SX-33MHz</b> • 4Mb RAM memory • 128K Cache Memory • 1Mb Local Bus Video graphics • 210Mb Hard Disk • 1.44Mb Floppy Disk • 14" MPRI Colour monitor • 6 Expansion slots • 12 Months on-site parts and labour warranty included (can be upgraded to three years) All this for just <b>£899 + VAT</b> £1056.33 including VAT. Cat code VTE620
--	---

Of our PC's we include a best selling Lotus Software programme as basic of no extra cost. Lotus SmartSuite 3.0 - Lotus 123 4.0 - Lotus Freelance Graphics 3.0 - Lotus Organizer 1.0. MS-DOS 5.0.

The complete system includes Colour Monitor, Keyboard, Mouse and range of Lotus software.

Unlike most other companies Vtech cut prices not corners. Every Vtech Personal Computer is designed to a very high standard. By choosing Vtech you can afford a high power PC without needing a high power budget to match. Vtech use a worldwide manufacturer with more than 20,000 staff, spending millions every year on Research and Development to produce virtually everything from the system boards to the cases. That's how Vtech can build in extra value and deliver quality PC's at very aggressive prices. With sales of more than US\$500 Million a year many buyers obviously agree with our philosophy. Take a closer look than buy Vtech.

To Order Now Call

## 0704 897744

VTech Computers, VTech House, Rye, Sussex BN26 2JH. Tel: 0704 897744. Fax: 0704 897745. Email: sales@vtech.co.uk

**crown**  
COMPUTER PRODUCTS

Hotline 0704 895815 • Fax 0704 895854

LINEN OPEN 7 DAYS Mon-Fri 9am - 4pm, Sat 9am - 4pm, Sun 10am - 4pm

Crown Computer Products, Rye, Sussex BN26 2JH. Tel: 0704 897744. Fax: 0704 897745. Email: sales@vtech.co.uk. Vtech House, Rye, Sussex BN26 2JH. Tel: 0704 897744. Fax: 0704 897745. Email: sales@vtech.co.uk. Vtech House, Rye, Sussex BN26 2JH. Tel: 0704 897744. Fax: 0704 897745. Email: sales@vtech.co.uk.

**VTech**

VTech Computers, VTech House, Rye, Sussex BN26 2JH. Tel: 0704 897744. Fax: 0704 897745. Email: sales@vtech.co.uk

Goodbye to Berlin heritage



Dirty creep





**POP page 32**  
It's only January but  
already Caitlin Moran  
has found her band for  
1994, the Boo Radleys

# ARTS

**PQP page 33**

US country star Garth  
Brooks has sold more  
albums in the 1990s  
than any other act



## Goodbye to Berlin's heritage?

Can a city afford to maintain three opera houses? Roger Boyes reports on economic crisis in the performing arts in Germany

Germany's proud opera tradition may soon fall victim to the knives of budget-cutting politicians. High on the hit list has been Berlin's Komische Oper, once artistic home to such major figures as Götz Friedrich and Joachim Herz.

The politicians have been arguing that Berlin cannot afford three opera

houses, at a time of housing shortages and crowded schools the German capital has to "rationalise" its

operas. Thanks to a loud campaign — drummed up by the likes of composer Siegfried Mahtus and conductor Kurt Masur — the threat seems to have abated somewhat. The latest plan from Berlin's

ruling Social Democrats suggests merely that the capital's operas and theatres reduce their fixed costs by DM20 million (€8 million) over the next two years. That should allow the Komische Oper to scrape by, but it leaves a dull thud of anxiety in the opera world. How many

performances will have to be cut from the repertoire? How will the heavily unionised theatre workers react to low, or non-existent, pay rises?

The fear spreads well beyond Berlin. Germany has 90 music theatres (producing opera, ballet, concerts and musicals). They put on about 16,000 performances a year including 800 new productions. The annual subsidies total over DM10 billion. This tradition of state patronage is rooted in the 18th century when every royal court or ducal court maintained its own opera house and

theatre. The federal West German republic took over this patronage with the result that several provincial opera houses — in Hamburg and Munich for example — now rank among the world's best. Unification brought East German theatre — even more deeply subsidised — into the equation. Today the long recession, Germany's most profound since the war, has prompted questions as to the economic logic of these costly performing arts.

But the politicians arguing for closure are missing the point, says Mahtus. "If Berlin is to take over the fully fledged role of German capital, then the cultural scene will be its principal attraction," says the composer, who founded and directs the Kammeroper Schloss Rheinsberg, a kind of training camp for young opera-makers. Mahtus, along with Friedrich and Harry Kupfer, were protégés of Walter Felsenstein, who founded the Komische Oper in 1947. It quickly established a reputation for casting opera as musical theatre, rather than mere costumes

singing. Otto Klemm, Kurt Masur and Rolf Reuter have all been conductors at the Komische.

The emotions that this opera house can arouse became evident when Berlin's culture minister threatened to resign if it was shut down. In Germany it is rare indeed for a politician to resign, or even threaten to do so, on a matter of principle.

But even if the Komische survives the current crisis, the German opera world is a whole lot for a radical

shake-up. "Deep structural changes are needed, the theatre system has to be reformed otherwise we will not be able to provide for the future," says Michael Hampe, the intendant (chief director) of the Cologne Opera. The fault, he believes, lies partly with "those culture politicians in many German cities, just dilettantes really, who believe they know how to run an opera house."

It seems clear that German houses will have to prune their repertoire. Too often companies keep 40-year-old productions on their list: a repertoire of 55 productions (many of them stale) is not unusual for some houses. "That is no longer economically supportable," says Hampe, who is focusing the Cologne Opera on new productions and a few older but well-rehearsed pieces. Some opera houses are considering partial mergers. For example, the Ruhr city of Duisburg shares an orchestra and a repertoire with nearby Düsseldorf.

There is a search, too, for sponsors. The model in this respect is the Zurich director Alexander Pereira, who managed to rustle up 3 million Swiss francs (€4.4 million) to support nine premieres at the Zurich Opera. Götz Friedrich, now at the Deutsche Oper in Berlin, is negotiating with German industrialists for long-term co-operation contracts.

The real solution, though, must be to cut the wage bill. But this will probably prove beyond even the most zealous of reformers. Up to seven different trades unions — representing orchestra, choir and technicians — are active in opera houses and management has to reach a separate deal with each one. The unions have imposed a degree of regulation unmatched in other European opera houses: they work far shorter hours and require large social security contributions from the management. The average German orchestra player performs 20 hours a week and has seven rehearsal calls. There are those who argue that the bigger houses employing 130 musicians could make do with 115 — or even fewer — if

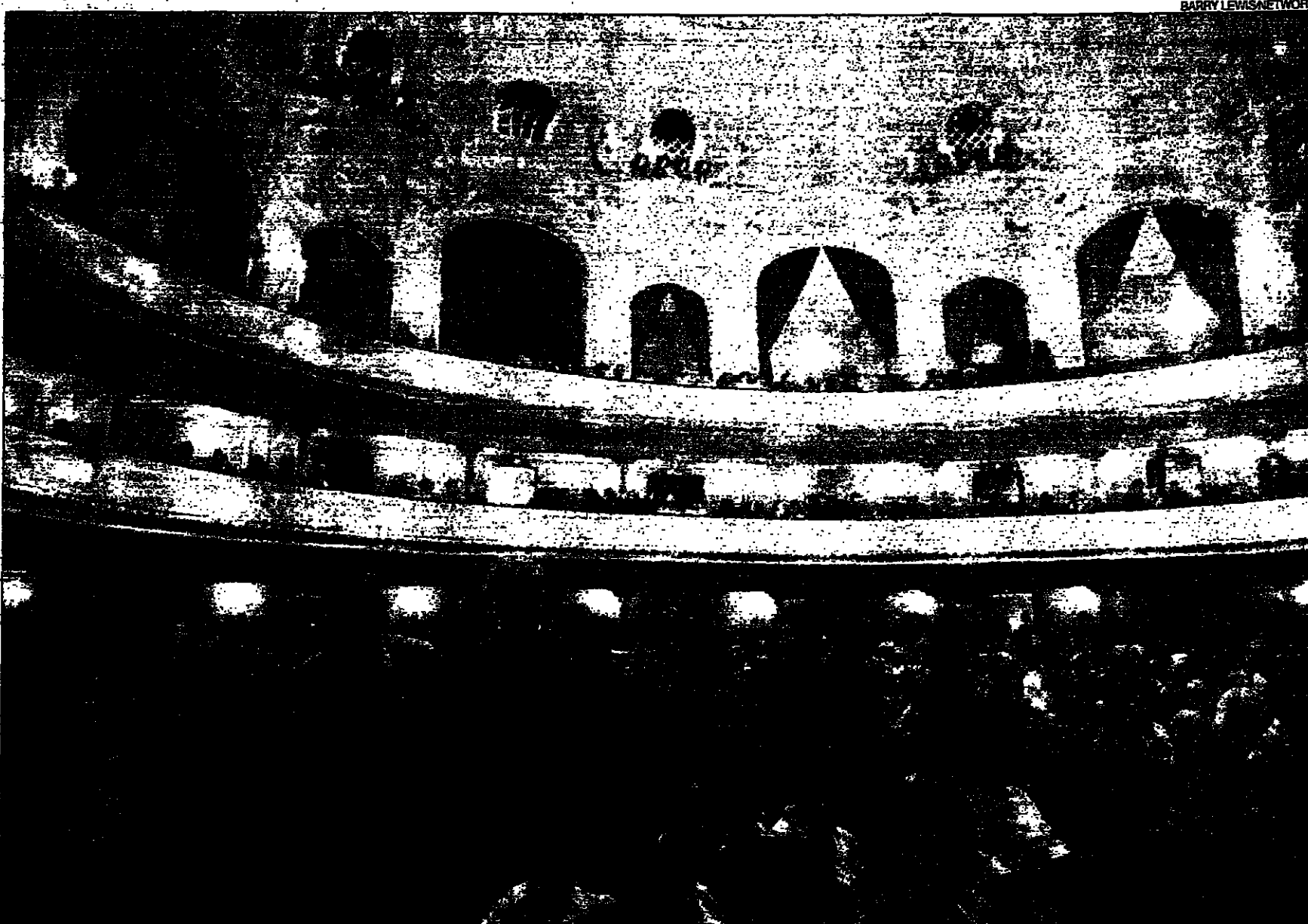
their shifts were better organised. The debate about the future of German opera thus mimics the current political discussion about the German economy: how to deregulate, be competitive, increase profit, reduce subsidies. Yet it would be rash to reduce opera to simple cost-benefit calculations. Friedrich says with some passion: "If it's going to continue like this — with the cultural scene suffering so much that it loses its historical identity — then there is something foul in the state of Germany."

August Everding, director of the Bavarian State Theatre, agrees. The performing arts should be counter-cyclical, he argues, offering more productions and higher quality in an age of economic contraction, unemployment and short-time working hours. "No, we don't need more closures; we need more performances that excite, stimulate and please our theatre-goers. What else are they supposed to do with all their new free time?"



**'If Berlin is to be Germany's capital, the cultural scene will be its top attraction'**

SIEGFRIED MAHTUS



Inside Berlin's Komische Oper: under Walter Felsenstein the house established a reputation for casting opera as music theatre rather than mere costumed singing

### TELEVISION REVIEW

## Facelift or not, it's fabulous

The idea that Jennifer Saunders might be intimidated by her own success — that she might fluff the second series of *Absolutely Fabulous* (BBC1) after the tremendous reception to the first — now looks so laughable a proposition that one can hardly remember why one entertained it. Nerves of steel, that woman: clearly she can still write this quality of stuff while balancing an award on each forearm.

Last night's first episode of the new series — in which Edina (Saunders) and Patsy (Joanna Lumley) momentarily fancy an overnight visit to hospital — was blacker, funnier and more surreal than ever.

Having created her monsters, Saunders comfortably tortures them. And the clever thing is, the richer and more spoilt the monster, the easier it is to give them hell. Edina and Patsy are fashion victims in the widest and most horrifying sense. Giving Patsy a disastrous facelift is at one end of the scale. But giving Edina a cruelly happy post-op dream in which her daughter is really Helena Bonham-Carter is just as brilliantly funny.

In fact, Edina's vision of the tiny elegant Lady Penelope (from *Thunderbirds*) riding the counterpane, waving her cigarette holder, a tear on each solid cheek, was such an amazing inspiration that the projectionist for next year's *Buffy* ceremony probably placed an order for it at once.

LYNNE TRUSS

**THEATRE: Mervyn Peake's massive trilogy, heroically condensed for the stage**

## Dirty deeds in creepy England

**Gormenghast**  
Lyric, Hammersmith

company, and an accomplished, inventive one. That's to say, it has the skill both to generate a sinister overall atmosphere and to bring individual grotesques to sharp physical life. It has also had the sense to hire a writer, John Constable, who recognises that plot is more than sticky tape, there to hold the visual climaxes together.

Actually, there was some criticism of the story's clarity when an earlier version of the production passed through London two years ago. That is not a problem now. The rise of the kitchen lingo, Steepkirk, is

vividly enough chronicled. On opening night, so was the embryonic rebellion of Titus, 77th Earl of Groan, against the cobweb world he inherits. Nor could anyone have missed the imaginative protest against eternal England: its hierarchies, its inertia, its fatalism and its unspoken motto, openly voiced in *Gormenghast*, of "no change".

The castle's sepulchral passages and their creepy inhabitants are nicely evoked: Julian Bleach's blubbery chief, Swelter; Paul Hamilton's Master of Ritual, a fungoid-faced spectre growing out of his absurd edicts in a voice like a chainsaw with cauterise; Gavin Marshall's Steepkirk, pure steel behind his flaring sniffer.

I was particularly taken

with the ritual progress up and down the stairs of the Earl's Retainer-in-Chief, Mr Flay. Hamilton again, this time with hump, bandy legs, black circles round his eyes, and a malign mottled, that sends dwarfish skivvies scuttling out of his way and impotently spitting as he trundles away.

The cast numbers seven only, but that is enough. So is the decor, which consists mainly of large black rectangles, candles, poles and the occasional Japanese fan, backed by chanting, moaning, owlish hoots, creaks, clanks, the tolling of bells, howls, roars, and the odd ghostly chorle. I did not see how Glass dealt with the flooding of Gormenghast or the death-struggle between Steepkirk and Ewen Bremner's ingenious Titus. But since he rose to the occasion throughout Act 1, why not in Act II too?

**BENEDICT NIGHTINGALE**



Grotesques struggling for power in a cobweb world: the David Glass Ensemble in Peake's *Gormenghast*

**OPERA: A magnificent performance in the title-role distinguishes a revival of Strauss's grim melodrama**

## Not all doom and gloom

**Elektra**  
Covent Garden

holding the protagonists in vice-like grip, with unswerving power. The dotted rhythms were held back, dragged out almost to breaking point. The feeling of doom hovering over the house of Atreus was palpable.

What was perhaps missing in the context of so many outstanding *Elektras* over the years was lightness of orchestral texture, and hence the sense of neuroaesthesia that makes the opera so much a product of its time. Strauss's advice to conductors to treat the work as though it were by Mendelssohn — "airy music" — was one of those jokes with more than a grain of seriousness in it.

sadly not in her best voice, suffered particularly).

Thus the only possible reservation about Eva Marton's magnificent *Elektra* — surely her best role — is that there was less light and shade, less variety of dynamic than three years ago. But for the stamina, the commitment, and the single-minded seriousness she brings to her performance, nothing but awe and admiration. For sheer sumptuousness of sound I have heard no one to touch her.

Marijana Lipovsek's Klytemnestra is carefully sung and enunciated, her distinguished vocal performance quite at odds with the traditionally grotesque character-

sation imposed upon her (this is a tradition in need of radical re-thought), and Robert Hale is in steady form as Orestes. It was sad to learn that this run marks the last appearances of Elizabeth Bainbridge (First Maid) in the house she has served so valiantly for 30 years and nearly a thousand performances. She will be especially hard to replace as Auntie (Grimes) and Grandmother Burya (Venus).

The Friedrich production still looks horribly old-fashioned with its Baader-Meinhof *Elektra*. Jean Harlow Chrysothemis, and Orestes in trench-coat and David Niven moustache. The sewer set does not grow on one. But Marton's extraordinary *Elektra* makes it all easily bearable.

RODNEY MILNES



Eva Marton as *Elektra*: few singers can rival the stamina, the commitment and the single-minded seriousness of her performance, or the sheer sumptuousness of sound







POP ON FRIDAY: Hits on the curriculum ... country's favourite son has got his hat on ... hip-hop's newest hope

# If all you hear is radio gaga ...

Thanks to the BBC's World Service, rock-hungry foreigners know what English-language hits actually mean. Louise Gray reports

## WHAT'S OUT AND ABOUT

**BOOK:** *The Jam* — Our Story by Bruce Foxton & Rick Buckler with Alex Ogg (Castle Communications, £8.99). The "other two" — bassist Foxton and drummer Buckler — finally have their say about the time they spent at the top of the charts, but also in the shadow of surly, mod-punk genius Paul Weller. This is an authoritative — if rather stolid — account that faithfully captures the details, but fails to mirror the furious energy of the group's music.

**TELEVISION:** The Coen brothers make a "rare" appearance on *The Late Show* (Tuesday, BBC2, 11.15pm), playing two songs from their album *Heavenly Creatures*. Their tour starts at Glastonbury (Friday, 10.05-10.35) and ends at the Royal Albert Hall (Saturday, 10.05-10.35). Future screenings of MTV's groundbreaking "back to basics" show include non-electric performances by the likes of Elvis Costello, R.E.M. and Rhianna.

**BOOKING:** Tickets go on sale tomorrow for the UK leg of one-time Van Halen singer David Lee Roth's "Intire World" tour. Dates begin at Regent, Ipswich (0473 281480) on May 1 and end with shows at Hammer-smith Apollo, London W6 (081-741 4069) on May 21 and 22. The sensitively titled new single "She's My Machine" is out on February 7.

**SINGLES:** Rising Dutch group Bette Serveert release a re-recorded version of "Palomine" (Beggars Banquet, the title-track of their sublime debut album). It's a gorgeously heartfelt lament that fully deserves renewed exposure. The Charlotte return with "Can't Get Out Of Bed" (Beggars Banquet, a measured slice of 1960s retro-rock). And Gin Blossoms rock out with "Hey Jealousy" (Fontana), a track from their acclaimed new album, released last year.

## GARTH BROOKS

*In Pieces* (Liberty 80857)  
THERE is a promotional video of Garth Brooks that shows the stocky country singer dashing around a huge arena stage with hyperactive enthusiasm. The performance is so over-the-top, with a dizzying frenzy of split-second edits, with footage of him smashing up a perfectly good acoustic guitar. British audiences won't know for sure whether his shows are really like that until Brooks makes his concert debut here in April. But his latest album, *In Pieces*, which is already a multi-million seller in America, leaves no doubt about his readiness to inject a heady dose of rock'n'roll excitement into that most staid of musical genres, country.

It is a formula that has proved so successful that neither the cowboy hat nor his regrettable taste in shirts have prevented Brooks from selling more albums in the 1990s than any other act in the world.

"Ain't Going Down" is the most obvious example of the strategy in action. With its belting tempo, rapid-fire lyric and bluesy wailing harmonica it manages to sound like a cross between "Route 66" and "Subterranean Homesick Blues", while never losing sight of that distinctive country boy twang.

On the more languid, pseudo-jazz swing of "Kickin' And Screamin'" he sounds like a poor man's Lyle Lovett — another maverick who has found favour outside the traditional country fold — while the ballads "One Night A Day" and the current hit "The Red Stripes" would sit comfortably in the repertoire of any soft-rock act.

But although Brooks has shaken the Nashville establishment from top to bottom, and aired some liberal views while he's been about it, he is no radical. His affectionate reading of the Bryan Kennedy/Jim Rushing song "American, Honky-Tonk Bar Association" — a homage to "the hardest, gunnakin', fun-lovin' crowd" — highlights the conservative instincts that underpin both his popularity and his music. *In Pieces* is the sound of a man driving at full throttle down the middle of the road.

NEW ALBUMS: The biggest seller of the 1990s plays it daringly safe

## Garth's cool dude ranch



Multi-million selling Garth Brooks displays the sensitive humkiness soon to wow British audiences

has thrived for six years or more, is about to achieve the critical mass necessary to explode into the heart of the rock mainstream.

After years of growth in the underground, the tentacles of ambient house, acid jazz, dance, rave, disco-dub, electro, industrial and that nagging techno-techno pulse are all pulling together in the same direction, and it is no longer just the committed clubbers who are surrendering to the groove; an emergent generation of rock fans is going with them.

Which is why we're going to be hearing a lot about Underworld and their ilk in the months ahead. A trio from Essex, their intriguing *dubno-basswithmyheadman* perfectly encapsulates the way in which the lifeblood of cutting-edge rock is now being siphoned into the computerised world of the club DJ.

The group began life in 1986 as an unremarkable seven-piece funk-rock outfit. They released albums and toured big venues in America (supporting Burythems). But it was only when singer and guitarist Karl Hyde and keyboard player Rick Smith teamed up with a DJ called Darren Emerson, their junior by almost a decade, that their work acquired the sense of destiny which this album evokes.

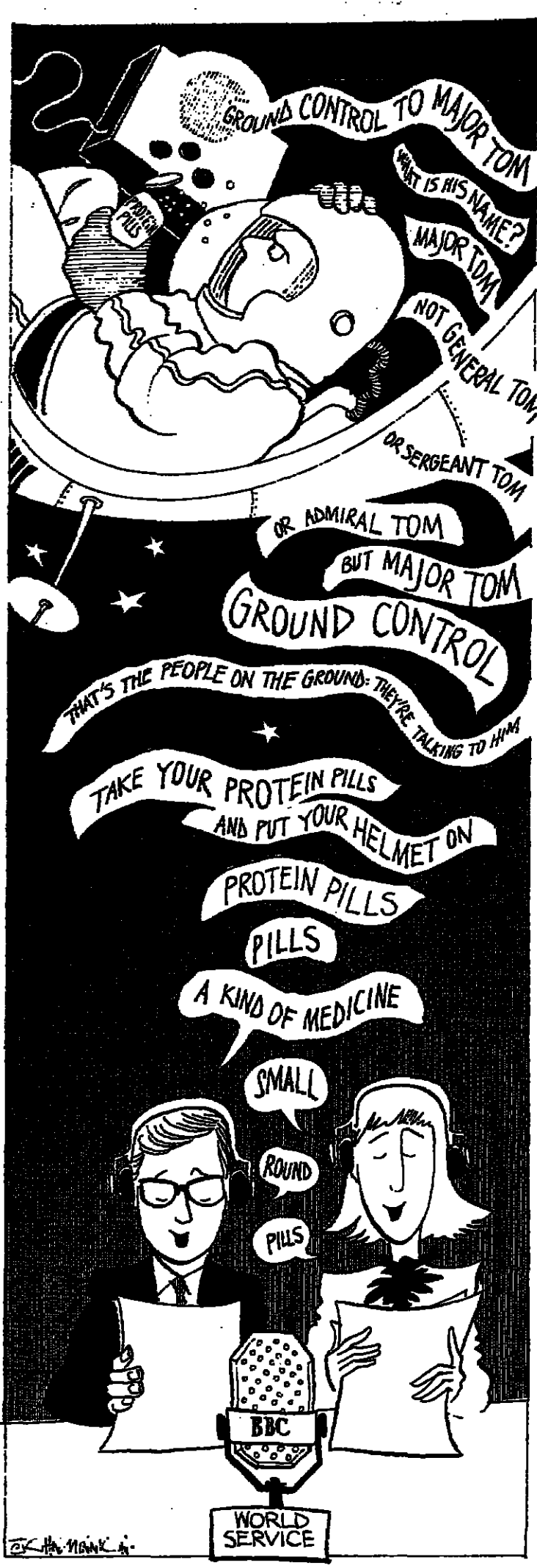
It begins with that beat: a thumping, metronomic bass drum, embellished by cross-rhythmic percussive effects that sound like someone banging on the radiator pipes with a sledgehammer. The song is "Dark & Long", a description which could usefully be applied to most of the nine tracks on this 12-minute marathon.

"Mmm Skyscraper I Love You", another hard, percussive affair with a strangely hypnotic effect, and "Spoonman" a Jean Michel Jarre-flavoured rumble with an incomprehensible mantra pasted on top, are similar evocations of a brave new high-tech world.

But there are melodies and discreet guitar riffs too, notably on "Tongue" and "Dirty Epic", and Hyde's deep, sleepy voice lends a reassuringly human touch, sounding, at its most laidback (on "River Of Bass"), like J.J. Cale.

An all-encompassing synthesis of club, rock and indie music, *dubno* is the sound of the future. Dancing to it is not essential, but it helps.

**CHAKA DEMUS & PLIERS**  
*Tease Me* (Mango 518 848)  
THIS is almost the same album that made a brief incursion into the Top



## NEW WAVES

Your guide to the sounds of tomorrow

Hip-hop appears to be dividing untidily into two barely related streams at the moment. On the one hand, there is the powerful music but depressing lyrics of Dr Dre and Snoop Doggy Dogg; on the other hand, there is the kind of poetry and experimental funk of artists such as Justin Warfield.

With his imminent album, *My Field Trip To Planet 9*, the 20-year-old Warfield has been responsible for a degree of perplexity measurable by the incautious revival of words such as "beatnik". Warfield attributes some of his unusual talent to a home life in Laurel Canyon, California, where he was brought up by a black father and Jewish mother. His godfather was Melvin Franklin, bass singer and founder member of the Temptations. There is a soul heritage, then, buried in the muck of slowed down samples from numerous sources unknown.

"I'm a psychedelic child," Warfield raps, but the references extend far beyond psychedelia. Lounging in the milk bar, he takes sips of Korova while linking Alice B. Toklas with "Stairway To Heaven", climbing the sky with Lucy and her diamond accessories, or strutting fish imagery and purple rain to the more common hip-hop subject-matter of riding around in a Jeep with the window down.

Perhaps this sounds like by-the-numbers surrealism, and perhaps it is. With its fake tribal drumming, soaring guitar lines and mumbled poetry, "Stormclouds Left Of Heaven" could be a theme tune for the Jimi Hendrix Appreciation Society.

Like so many other new artists, however, Warfield's facility with this sprawling mess of material is a source of amusement.

He begins and ends his album with a sample from "People Make The World Go Round", once recorded by the Stylistics. Nobody who likes this tune can be all bad.

DAVID TOOP

## TOP TEN ALBUMS

- 1 Tease Me... Chaka Demus & Pliers (Mango)
- 2 Jar Of Files/Sap... Alice In Chains (Columbia)
- 3 One Woman — The Ultimate Collection... Diana Ross (EMI)
- 4 Antenna... ZZ Top (RCA)
- 5 Dream On Vol 1... Dream (Magnet)
- 6 Debut... Björk (One Little Indian)
- 7 So Close... Dina Carroll (A&M)
- 8 So Far So Good... Boyz II Men (A&M)
- 9 Elegant Slumming... M People (deConstruction)
- 10 Music Box... Mariah Carey (Columbia)

Compiled by MRS

## BLUES RECORDS

## Roots-rock reggae

Given Taj Mahal's penchant for roaming across stylistic frontiers, it makes sense that a compilation of his music should be given the succinct title *World Music* (Columbia Legacy import CK52755). Drawing heavily on his Caribbean-influenced recordings of the 1970s, the album is designed to complement

Taj's *Blues*, a traditional blues selection released by Columbia Legacy a couple of years ago.

Dividing his output so rigidly between the 12-bar classics and more wide-ranging forms is bound to be a touch arbitrary.

Previous compilations have mixed the styles together in a rich, satisfying gumbo — but the two-disc approach at least allows for a lengthy rummage through the back catalogue.

Mahal's affinity with West Indian traditions — as well as family roots are Caribbean — is obvious from the very first bars of the gentle opening instrumental, "When I Feel The Sea Beneath My Soul". The version of Bob Marley's "Slave Driver" may be over-reverential, but Mahal finds his own voice on the folkier strains of "Blackjack Davey" and Chuck Berry's calypso-flavoured "Brown-

Eyed Handsome Man". The family saga hinted at on "Clara St Kitts Woman" is perhaps the most moving piece he has ever committed to record.

Although he rates only a passing mention in the recent heavyweight scholarly tome *Nothing But The Blues* (surprisingly, since the book was edited by Lawrence Cohn, who also produced this album), Mahal is still out there doing his best to keep the tradition alive.

His latest offering, *Dancing The Blues* (Private Music), is an up-beat homage to the masters of R&B. This is a galloping all-electric set with scarcely an opening, alas, for his ethereal steel guitar. The grumpy, uncomplicated texture of his band — leavened occasionally by the swooping harmonies of the Teacup Horns — harks back to his mid-1960s work on "Statesboro Blues" and "Leaving Trunk".

One Redding, Howlin' Wolf, Louis Jordan and T-Bone Walker are just a few of the spirits invoked, while the indomitable Etta James rolls in for a raucous duet on "Mockingbird".

CLIVE DAVIS

DAVID SINCLAIR







# Graf's party is spoilt by absence of Seles

FROM STUART JONES, TENNIS CORRESPONDENT  
IN MELBOURNE

THE sooner Monica Seles returns to tennis, the better. Ever since the former world No 1 was stabbed nine months ago, the women's game has been enveloped in the stale air of inevitability. The match was reached here yesterday in the semi-finals of the Australian Open.

For Aus\$53 (about £26) or more, the spectators in a far from packed centre court watched two matches that were wretchedly predictable and stupefyingly devoid of tension. The sole saving grace was that little time was wasted. Each of the natural conclusions was reached within 65 minutes.

Steffi Graf, without performing any more than adequately, dismissed Kimiko Date 6-3, 6-3, and Arantxa Sánchez Vicario, without having to perform any more than adequately, removed Gabriela Sabatini 6-1, 6-2. As spectators, they were turged. As contests, they were non-events. At least the final tomorrow promises to be competitive.

Date, as well as the 17-year-old, Lindsay Davenport, had stirred increasing interest as she progressed during the previous ten days. The first Japanese woman for two decades to reach the last four of a grand slam championship, she found when she arrived there that she was hopelessly outclassed.

Graf took the first nine points and the first three games in succession. Ever though she was credited with a first-service success rate of a paltry 19 per cent (Date's was 93 per cent at the time), she still led 5-1. "It was," the top seed said, "a medium performance."

Date's inferiority was plain from beginning to end and she did not deny it. Although she had knocked out the third

seed, Conchita Martínez, she said she was incapable of playing "more than half my best tennis. Steffi hits the ball much harder than anybody else."

Magnanimously, Graf estimated that her 23-year-old victim could develop into "a factor" in the future. "She has the game and the mind for it," Graf said. For the sake of Japanese tennis, the prospect is welcome; but Date appears to be too much of a lightweight to be bound for the top.

Sabatini insists that she might be again. She has not won a tournament since the Italian Open in 1992, but, reunited with Carlos Kirmayr, her former coach, she feels

**WOMEN'S SINGLES:** Steffi Graf (GER) 6-3, 6-3, A. Sánchez Vicario (ESP) 6-1, 6-2. **MEVS DOUBLES:** Sabatini (ITA) and P. Kirmayr (AUT) 6-3, 6-3, D. Date (JPN) and J. Davenport (USA) 6-3, 6-3. **BOYS DOUBLES:** Second round: Sabatini (ITA) and P. Kirmayr (AUT) 6-3, 6-3, D. Date (JPN) and J. Davenport (USA) 6-3, 6-3.

that "everything is coming back." Who is she deluding? She won a match 38 points against Sánchez Vicario.

After breaking the Spaniard's service in the first game of the second set, she promptly served three double faults and conceded the advantage. She committed 30 unforced errors at a rate of one every other minute.

Sánchez Vicario appreciates that she must attack relentlessly tomorrow to add the Australian title to the French she won in 1989 at the age of 17. Even so, the tactic has so far been successful only five times in 26 attempts.

Graf appears destined to hold all four major championships at the same time. Yet her monopoly is bound to be undermined as long as Seles is missing.

Between them, they have collected 22 of the last 27 grand slam titles and at least one of them has appeared in every final since the French Open in 1987, with the exception of Wimbledon four years ago, when Martina Navratilova beat Zina Garrison. The dynasty, though, has for nine months been sustained by only one party.



Graf untroubled

## Jury drops Conner into third position

FROM BARRY PICKTHALL  
IN AUCKLAND

DENNIS Conner and his Winston crew were relegated to third place in the overall standings of the Whitbread Round the World yacht race yesterday when the race jury added four hours to their time for the second stage of the race from Uruguay to Brazil.

The five-man international jury, chaired by Staveley Roberts of Britain, decided that a significant error had been made by an earlier jury in calculating the time awarded to the yacht for turning back to search for Guido Maisto's Italian entry, *Brookfield*, when the yacht was flooded 2,000 miles west of Australia. Roberts said his jury was satisfied that sufficient consideration had not been given to the weather advantage *Winston* had gained once she resumed racing. The original 22½-hour allowance had lifted the American yacht from fifth to second, well ahead of yachts she had been trailing before the alert, but the new ruling drops her 21 minutes behind Ross Field's *Yamaha*.

The jury also dismissed a claim that *Winston's* mast fittings had been made from an illegal material.

**REVISED POSITIONS** (after three legal Whitbread 0-1, 0-2, 0-3, 0-4, 0-5, 0-6, 0-7, 0-8, 0-9, 0-10, 0-11, 0-12, 0-13, 0-14, 0-15, 0-16, 0-17, 0-18, 0-19, 0-20, 0-21, 0-22, 0-23, 0-24, 0-25, 0-26, 0-27, 0-28, 0-29, 0-30, 0-31, 0-32, 0-33, 0-34, 0-35, 0-36, 0-37, 0-38, 0-39, 0-40, 0-41, 0-42, 0-43, 0-44, 0-45, 0-46, 0-47, 0-48, 0-49, 0-50, 0-51, 0-52, 0-53, 0-54, 0-55, 0-56, 0-57, 0-58, 0-59, 0-60, 0-61, 0-62, 0-63, 0-64, 0-65, 0-66, 0-67, 0-68, 0-69, 0-70, 0-71, 0-72, 0-73, 0-74, 0-75, 0-76, 0-77, 0-78, 0-79, 0-80, 0-81, 0-82, 0-83, 0-84, 0-85, 0-86, 0-87, 0-88, 0-89, 0-90, 0-91, 0-92, 0-93, 0-94, 0-95, 0-96, 0-97, 0-98, 0-99, 0-100, 0-101, 0-102, 0-103, 0-104, 0-105, 0-106, 0-107, 0-108, 0-109, 0-110, 0-111, 0-112, 0-113, 0-114, 0-115, 0-116, 0-117, 0-118, 0-119, 0-120, 0-121, 0-122, 0-123, 0-124, 0-125, 0-126, 0-127, 0-128, 0-129, 0-130, 0-131, 0-132, 0-133, 0-134, 0-135, 0-136, 0-137, 0-138, 0-139, 0-140, 0-141, 0-142, 0-143, 0-144, 0-145, 0-146, 0-147, 0-148, 0-149, 0-150, 0-151, 0-152, 0-153, 0-154, 0-155, 0-156, 0-157, 0-158, 0-159, 0-160, 0-161, 0-162, 0-163, 0-164, 0-165, 0-166, 0-167, 0-168, 0-169, 0-170, 0-171, 0-172, 0-173, 0-174, 0-175, 0-176, 0-177, 0-178, 0-179, 0-180, 0-181, 0-182, 0-183, 0-184, 0-185, 0-186, 0-187, 0-188, 0-189, 0-190, 0-191, 0-192, 0-193, 0-194, 0-195, 0-196, 0-197, 0-198, 0-199, 0-200, 0-201, 0-202, 0-203, 0-204, 0-205, 0-206, 0-207, 0-208, 0-209, 0-210, 0-211, 0-212, 0-213, 0-214, 0-215, 0-216, 0-217, 0-218, 0-219, 0-220, 0-221, 0-222, 0-223, 0-224, 0-225, 0-226, 0-227, 0-228, 0-229, 0-230, 0-231, 0-232, 0-233, 0-234, 0-235, 0-236, 0-237, 0-238, 0-239, 0-240, 0-241, 0-242, 0-243, 0-244, 0-245, 0-246, 0-247, 0-248, 0-249, 0-250, 0-251, 0-252, 0-253, 0-254, 0-255, 0-256, 0-257, 0-258, 0-259, 0-260, 0-261, 0-262, 0-263, 0-264, 0-265, 0-266, 0-267, 0-268, 0-269, 0-270, 0-271, 0-272, 0-273, 0-274, 0-275, 0-276, 0-277, 0-278, 0-279, 0-280, 0-281, 0-282, 0-283, 0-284, 0-285, 0-286, 0-287, 0-288, 0-289, 0-290, 0-291, 0-292, 0-293, 0-294, 0-295, 0-296, 0-297, 0-298, 0-299, 0-300, 0-301, 0-302, 0-303, 0-304, 0-305, 0-306, 0-307, 0-308, 0-309, 0-310, 0-311, 0-312, 0-313, 0-314, 0-315, 0-316, 0-317, 0-318, 0-319, 0-320, 0-321, 0-322, 0-323, 0-324, 0-325, 0-326, 0-327, 0-328, 0-329, 0-330, 0-331, 0-332, 0-333, 0-334, 0-335, 0-336, 0-337, 0-338, 0-339, 0-340, 0-341, 0-342, 0-343, 0-344, 0-345, 0-346, 0-347, 0-348, 0-349, 0-350, 0-351, 0-352, 0-353, 0-354, 0-355, 0-356, 0-357, 0-358, 0-359, 0-360, 0-361, 0-362, 0-363, 0-364, 0-365, 0-366, 0-367, 0-368, 0-369, 0-370, 0-371, 0-372, 0-373, 0-374, 0-375, 0-376, 0-377, 0-378, 0-379, 0-380, 0-381, 0-382, 0-383, 0-384, 0-385, 0-386, 0-387, 0-388, 0-389, 0-390, 0-391, 0-392, 0-393, 0-394, 0-395, 0-396, 0-397, 0-398, 0-399, 0-400, 0-401, 0-402, 0-403, 0-404, 0-405, 0-406, 0-407, 0-408, 0-409, 0-410, 0-411, 0-412, 0-413, 0-414, 0-415, 0-416, 0-417, 0-418, 0-419, 0-420, 0-421, 0-422, 0-423, 0-424, 0-425, 0-426, 0-427, 0-428, 0-429, 0-430, 0-431, 0-432, 0-433, 0-434, 0-435, 0-436, 0-437, 0-438, 0-439, 0-440, 0-441, 0-442, 0-443, 0-444, 0-445, 0-446, 0-447, 0-448, 0-449, 0-450, 0-451, 0-452, 0-453, 0-454, 0-455, 0-456, 0-457, 0-458, 0-459, 0-460, 0-461, 0-462, 0-463, 0-464, 0-465, 0-466, 0-467, 0-468, 0-469, 0-470, 0-471, 0-472, 0-473, 0-474, 0-475, 0-476, 0-477, 0-478, 0-479, 0-480, 0-481, 0-482, 0-483, 0-484, 0-485, 0-486, 0-487, 0-488, 0-489, 0-490, 0-491, 0-492, 0-493, 0-494, 0-495, 0-496, 0-497, 0-498, 0-499, 0-500, 0-501, 0-502, 0-503, 0-504, 0-505, 0-506, 0-507, 0-508, 0-509, 0-510, 0-511, 0-512, 0-513, 0-514, 0-515, 0-516, 0-517, 0-518, 0-519, 0-520, 0-521, 0-522, 0-523, 0-524, 0-525, 0-526, 0-527, 0-528, 0-529, 0-530, 0-531, 0-532, 0-533, 0-534, 0-535, 0-536, 0-537, 0-538, 0-539, 0-540, 0-541, 0-542, 0-543, 0-544, 0-545, 0-546, 0-547, 0-548, 0-549, 0-550, 0-551, 0-552, 0-553, 0-554, 0-555, 0-556, 0-557, 0-558, 0-559, 0-560, 0-561, 0-562, 0-563, 0-564, 0-565, 0-566, 0-567, 0-568, 0-569, 0-570, 0-571, 0-572, 0-573, 0-574, 0-575, 0-576, 0-577, 0-578, 0-579, 0-580, 0-581, 0-582, 0-583, 0-584, 0-585, 0-586, 0-587, 0-588, 0-589, 0-590, 0-591, 0-592, 0-593, 0-594, 0-595, 0-596, 0-597, 0-598, 0-599, 0-600, 0-601, 0-602, 0-603, 0-604, 0-605, 0-606, 0-607, 0-608, 0-609, 0-610, 0-611, 0-612, 0-613, 0-614, 0-615, 0-616, 0-617, 0-618, 0-619, 0-620, 0-621, 0-622, 0-623, 0-624, 0-625, 0-626, 0-627, 0-628, 0-629, 0-630, 0-631, 0-632, 0-633, 0-634, 0-635, 0-636, 0-637, 0-638, 0-639, 0-640, 0-641, 0-642, 0-643, 0-644, 0-645, 0-646, 0-647, 0-648, 0-649, 0-650, 0-651, 0-652, 0-653, 0-654, 0-655, 0-656, 0-657, 0-658, 0-659, 0-660, 0-661, 0-662, 0-663, 0-664, 0-665, 0-666, 0-667, 0-668, 0-669, 0-670, 0-671, 0-672, 0-673, 0-674, 0-675, 0-676, 0-677, 0-678, 0-679, 0-680, 0-681, 0-682, 0-683, 0-684, 0-685, 0-686, 0-687, 0-688, 0-689, 0-690, 0-691, 0-692, 0-693, 0-694, 0-695, 0-696, 0-697, 0-698, 0-699, 0-700, 0-701, 0-702, 0-703, 0-704, 0-705, 0-706, 0-707, 0-708, 0-709, 0-710, 0-711, 0-712, 0-713, 0-714, 0-715, 0-716, 0-717, 0-718, 0-719, 0-720, 0-721, 0-722, 0-723, 0-724, 0-725, 0-726, 0-727, 0-728, 0-729, 0-730, 0-731, 0-732, 0-733, 0-734, 0-735, 0-736, 0-737, 0-738, 0-739, 0-740, 0-741, 0-742, 0-743, 0-744, 0-745, 0-746, 0-747, 0-748, 0-749, 0-750, 0-751, 0-752, 0-753, 0-754, 0-755, 0-756, 0-757, 0-758, 0-759, 0-760, 0-761, 0-762, 0-763, 0-764, 0-765, 0-766, 0-767, 0-768, 0-769, 0-770, 0-771, 0-772, 0-773, 0-774, 0-775, 0-776, 0-777, 0-778, 0-779, 0-780, 0-781, 0-782, 0-783, 0-784, 0-785, 0-786, 0-787, 0-788, 0-789, 0-790, 0-791, 0-792, 0-793, 0-794, 0-795, 0-796, 0-797, 0-798, 0-799, 0-800, 0-801, 0-802, 0-803, 0-804, 0-805, 0-806, 0-807, 0-808, 0-809, 0-810, 0-811, 0-812, 0-813, 0-814, 0-815, 0-816, 0-817, 0-818, 0-819, 0-820, 0-821, 0-822, 0-823, 0-824, 0-825, 0-826, 0-827, 0-828, 0-829, 0-830, 0-831, 0-832, 0-833, 0-834, 0-835, 0-836, 0-837, 0-838, 0-839, 0-840, 0-841, 0-842, 0-843, 0-844, 0-845, 0-846, 0-847, 0-848, 0-849, 0-850, 0-851, 0-852, 0-853, 0-854, 0-855, 0-856, 0-857, 0-858, 0-859, 0-860, 0-861, 0-862, 0-863, 0-864, 0-865, 0-866, 0-867, 0-868, 0-869, 0-870, 0-871, 0-872, 0-873, 0-874, 0-875, 0-876, 0-877, 0-878, 0-879, 0-880, 0-881, 0-882, 0-883, 0-884, 0-885, 0-886, 0-887, 0-888, 0-889, 0-890, 0-891, 0-892, 0-893, 0-894, 0-895, 0-896, 0-897, 0-898, 0-899, 0-900, 0-901, 0-902, 0-903, 0-904, 0-905, 0-906, 0-907, 0-908, 0-909, 0-910, 0-911, 0-912, 0-913, 0-914, 0-915, 0-916, 0-917, 0-918, 0-919, 0-920, 0-921, 0-922, 0-923, 0-924, 0-925, 0-926, 0-927, 0-928, 0-929, 0-930, 0-931, 0-932, 0-933, 0-934, 0-935, 0-936, 0-937, 0-938, 0-939, 0-940, 0-941, 0-942, 0-943, 0-944, 0-945, 0-946, 0-947, 0-948, 0-949, 0-950, 0-951, 0-952, 0-953, 0-954, 0-955, 0-956, 0-957, 0-958, 0-959, 0-960, 0-961, 0-962, 0-963, 0-964, 0-965, 0-966, 0-967, 0-968, 0-969, 0-970, 0-971, 0-972, 0-973, 0-974, 0-975, 0-976, 0-977, 0-978, 0-979, 0-980, 0-981, 0-982, 0-983, 0-984, 0-985, 0-986, 0-987, 0-988, 0-989, 0-990, 0-991, 0-992, 0-993, 0-994, 0-995, 0-996, 0-997, 0-998, 0-999, 0-1000, 0-1001, 0-1002, 0-1003, 0-1004, 0-1005, 0-1006, 0-1007, 0-1008, 0-1009, 0-1010, 0-1011, 0-1012, 0-1013, 0-1014, 0-1015, 0-1016, 0-1017, 0-1018, 0-1019, 0-1020, 0-1021, 0-1022, 0-1023, 0-1024, 0-1025, 0-1026, 0-1027, 0-1028, 0-1029, 0-1030, 0-1031, 0-1032, 0-1033, 0-1034, 0-1035, 0-1036, 0-1037, 0-1038, 0-1039, 0-1040, 0-1041, 0-1042, 0-1043, 0-1044, 0-1045, 0-1046, 0-1047, 0-1048, 0-1049, 0-1050, 0-1051, 0-1052, 0-1053, 0-1054, 0-1055, 0-1056, 0-1057, 0-1058, 0-1059, 0-1060, 0-1061, 0-1062, 0-1063, 0-1064, 0-1065, 0-1066, 0-1067, 0-1068, 0-1069, 0-1070, 0-1071, 0-1072, 0-1073, 0-1074, 0-1075, 0-1076, 0-1077, 0-1078, 0-1079, 0-1080, 0-1081, 0-1082, 0-1083, 0-1084, 0-1085, 0-1086, 0-1087, 0-1088, 0-1089, 0-1090, 0-1091, 0-1092, 0-1093, 0-1094, 0-1095, 0-1096, 0-1097, 0-1098, 0-1099, 0-1100, 0-1101, 0-1102, 0-1103, 0-1104, 0-1105, 0-1106, 0-1107, 0-1108, 0-1109, 0-1110, 0-1111, 0-1112, 0-1113, 0-1114, 0-1115, 0-1116, 0-1117, 0-1118, 0-1119, 0-1120, 0-1121, 0-1122, 0-1123, 0-1124, 0-1125, 0-1126, 0-1127, 0-1128, 0-1129, 0-1130, 0-1131, 0-1132, 0-1133, 0-1134, 0-1135, 0-1136, 0-1137, 0-1138, 0-1139, 0-1140, 0-1141, 0-1142, 0-1143, 0-1144, 0-1145, 0-1146, 0-1147, 0-1148, 0-1149, 0-1150, 0-1151, 0-1152, 0-1153, 0-1154, 0-1155, 0-1156, 0-1157, 0-1158, 0-1159, 0-1160, 0-1161, 0-1162, 0-1163, 0-1164, 0-1165, 0-1166, 0-1167, 0-1168, 0-1169, 0-1170, 0-1171, 0-1172, 0-1173, 0-1174, 0-1175, 0-1176, 0-1177, 0-1178, 0-1179, 0-1180, 0-1181, 0-1182, 0-1183, 0-1184, 0-1185, 0-1186, 0-1187, 0-1188, 0-1189, 0-1190, 0-1191, 0-1192, 0-1193, 0-1194, 0-1195, 0-1196, 0-1197, 0-1198, 0-1199, 0-1200, 0-1201, 0-1202, 0-1203, 0-1204, 0-1205, 0-1206, 0-1207, 0-1208, 0-1209, 0-1210, 0-1211, 0-1212, 0-1213, 0-1214, 0-1215, 0-1216, 0-1217, 0-1218, 0-1219, 0-1220, 0-1221, 0-1222, 0-1223, 0-1224, 0-1225, 0-1226, 0-1227, 0-1228, 0-1229, 0-1230, 0-1231, 0-1232, 0-1233, 0-1234, 0-1235, 0-1236, 0-1237, 0-1238, 0-1239, 0-1240, 0-1241, 0-1242, 0-1243, 0-1244, 0-1245, 0-1246, 0-1247, 0-1248, 0-1249, 0-1250, 0-1251, 0-1252, 0-1253, 0-1254, 0-1255, 0-1256, 0-1257, 0-1258, 0-1259, 0-1260, 0-1261, 0-1262, 0-1263, 0-1264, 0-1265, 0-1266, 0-1267, 0-1268, 0-1269, 0-1270, 0-1271, 0-1272, 0-1273, 0-1274, 0-1275, 0-1276, 0-1277, 0-1278, 0-1279, 0-1280, 0-1281, 0-1282, 0-1283, 0-1284, 0-1285, 0-1286, 0-1287, 0-1288, 0-1289, 0-1290, 0-1291, 0-1292, 0-1293, 0-1294, 0-1295, 0-1296, 0-1297, 0-1298, 0-1299, 0-1300, 0-1301, 0-1302, 0-1303, 0-1304, 0-1305, 0-1306, 0-1307, 0-1308, 0-1309, 0-1310, 0-1311, 0-1312, 0-1313, 0-1314, 0-1315, 0-1316, 0-1317, 0-1318, 0-1319, 0-1320, 0-1321, 0-1322, 0-1323, 0-1324, 0-1325, 0-1326, 0-1327, 0-1328, 0-1329, 0-1330, 0-1331, 0-1332, 0-1333, 0-1334, 0-1335, 0-1336, 0-1337, 0-1338, 0-1339, 0-1340, 0-1341, 0-1342, 0-1343, 0-1344, 0-1345, 0-1346, 0-1347, 0-1348, 0-1349, 0-1350, 0-1351, 0-1352, 0-1353, 0-1354, 0-1355, 0-1356, 0-1357, 0-1358, 0-1359, 0-1360, 0-1361, 0-1362, 0-1363, 0-1364, 0-1365, 0-1366, 0-1367, 0-1368, 0-1369, 0-1370, 0-1371, 0-1372, 0-1373, 0-1374, 0-1375, 0-1376, 0-1377, 0-1378, 0-1379, 0-1380, 0-1381, 0-1382, 0-1383, 0-1384, 0-1385, 0-1386, 0-1387, 0-1388, 0-1389, 0-1390, 0-1391, 0-1392, 0-1393, 0-1394, 0-1395, 0-1396, 0-1397, 0-1398, 0-1399, 0-1400, 0-1401, 0-1402, 0-1403, 0-1404, 0-1405, 0-1406, 0-1407, 0-1408, 0-1409, 0-1410,







Jockey aims to become 'more polished' after whip suspension

## Maguire banned for six days

By JULIAN MUSCAT

ADRIAN Maguire was yesterday banned from riding for six days after the Jockey Club's disciplinary committee found him guilty of using the whip with unreasonable frequency on Ramstar at Warwick on January 15. The Warwick racecourse stewards had exonerated Maguire after an official enquiry on the day.

It will now be the turn of the Warwick officials, namely Tom Coombs, who chaired the panel, Richard Evans and Richard Russell, to face the disciplinary committee as a matter of urgency. They will be asked to explain the circumstances and procedures under which they concluded that Maguire was not in breach of instruction 119, the seven-

## Uttoxeter off

THE meeting scheduled for Uttoxeter today was called off yesterday due to waterlogging. David McAlister, the clerk of the course, said: "We have had 1½ hours of rain."

month-old guideline at the centre of the controversy. Jeremy Kerr and Colin Vickers, the two stewards' secretaries who will accompany them to Portman Square, are understood to have advised that Maguire had indeed breached the instruction. Consequently, the onus will fall on the three stewards themselves to outline their thinking to the committee, which has Anthony Midland-White as its chairman.

Maguire, whose ban starts on Tuesday, is currently serving a four-day suspension for careless riding, but the vowed to refine his style during his absence. "I'm now going to ride and I'll improve my riding. I'll ride even better than I come back," said the Irishman, who was not legally represented at yesterday's enquiry.

Exactly what was discussed at the hearing will remain shrouded in secrecy under the present, unsatisfactory, procedure. However, some of Maguire's comments were revealing. "I'm going to be a more polished rider," he said. "I'm not saying the ride I gave



Adrian Maguire states his case after facing the Jockey Club disciplinary committee yesterday

Ramstar was wrong, but it'll be more polished."

"This was clearly a reference to the Jockey Club's description of events on January 15. He told the stewards he was "only swinging the whip in the closing stages and not making contact". Evidence from the patrol camera, which followed the action, suggested that he was making contact, albeit with minimal force.

Consequently, Maguire's whip may have made contact with Ramstar more than 20 times, even if that contact was negligible in the majority of instances. Crucially, the rele-

vant instruction does not only stipulate actually hitting a horse, but also supporting his a horse. The Jockey Club's breach of the whip instruction, while clearly a breach, was not as severe as it appeared and Maguire now seems intent on addressing this particular aspect of his riding style.

This was the second time in three weeks that the disciplinary committee has overturned whip-related verdicts reached by local stewards, following Declan Murphy's successful appeal against the two-day riding ban he incurred in the King George VI Chase. While

each judgment made by the committee has been consistent, the same cannot be said for the interpretation of racecourse officials.

As the disciplinary committee, under Midland-White, has progressed in its handling of this issue, the gap between their ability and that of racecourse stewards to interpret the guidelines has grown wider. This is a worrying development, and one which Midland-White is expected to address in his report on disciplinary procedures to the stewards of the Jockey Club on Monday week.

Recent events have demonstrated this issue to be of great importance, although Midland-White is not, as has been widely forecast, expected to recommend the inclusion of the more highly-trained stewards' secretaries in the decision making process at racecourse level.

The procedure for selecting local stewards would be an obvious starting point towards eliminating what can be charitably described as the erratic interpretations of certain racecourse stewards. Clearly, the problem will not go away on its own.

## WINCANTON

THUNDERER  
1.55 Act Of Parliament, 2.25 Run Up The Flag, 2.55  
Cherrybrook, 3.25 Mr General, 3.55 Egypt Mill  
Prince, 4.25 Society Guest.

GOING: GOOD (GOOD TO SOFT IN PLACES) SIS

## 1.55 POTTERS NOVICES HURDLE

(2,250; 2m 5f) (22 runners)  
1-10: 2542 STALE CLASS 15 R 5-11-10, L Duce (7) 86  
1-11: 101 ACT OF PARLIAMENT 90 (F) K Bailey 6-11-10, R Bailey 6-11-10, G Bailey 6-11-10, C Bailey 6-11-10, D Bailey 6-11-10, E Bailey 6-11-10, F Bailey 6-11-10, G Bailey 6-11-10, H Bailey 6-11-10, I Bailey 6-11-10, J Bailey 6-11-10, K Bailey 6-11-10, L Bailey 6-11-10, M Bailey 6-11-10, N Bailey 6-11-10, O Bailey 6-11-10, P Bailey 6-11-10, Q Bailey 6-11-10, R Bailey 6-11-10, S Bailey 6-11-10, T Bailey 6-11-10, U Bailey 6-11-10, V Bailey 6-11-10, W Bailey 6-11-10, X Bailey 6-11-10, Y Bailey 6-11-10, Z Bailey 6-11-10, AA Bailey 6-11-10, AB Bailey 6-11-10, AC Bailey 6-11-10, AD Bailey 6-11-10, AE Bailey 6-11-10, AF Bailey 6-11-10, AG Bailey 6-11-10, AH Bailey 6-11-10, AI Bailey 6-11-10, AJ Bailey 6-11-10, AK Bailey 6-11-10, AL Bailey 6-11-10, AM Bailey 6-11-10, AN Bailey 6-11-10, AO Bailey 6-11-10, AP Bailey 6-11-10, AQ Bailey 6-11-10, AR Bailey 6-11-10, AS Bailey 6-11-10, AT Bailey 6-11-10, AU Bailey 6-11-10, AV Bailey 6-11-10, AW Bailey 6-11-10, AX Bailey 6-11-10, AY Bailey 6-11-10, AZ Bailey 6-11-10, BA Bailey 6-11-10, BB Bailey 6-11-10, BC Bailey 6-11-10, BD Bailey 6-11-10, BE Bailey 6-11-10, BF Bailey 6-11-10, BG Bailey 6-11-10, BH Bailey 6-11-10, BI Bailey 6-11-10, BJ Bailey 6-11-10, BK Bailey 6-11-10, BL Bailey 6-11-10, BM Bailey 6-11-10, BN Bailey 6-11-10, BO Bailey 6-11-10, BP Bailey 6-11-10, BQ Bailey 6-11-10, BR Bailey 6-11-10, BS Bailey 6-11-10, BT Bailey 6-11-10, BU Bailey 6-11-10, BV Bailey 6-11-10, BW Bailey 6-11-10, BX Bailey 6-11-10, BY Bailey 6-11-10, BZ Bailey 6-11-10, CA Bailey 6-11-10, CB Bailey 6-11-10, CC Bailey 6-11-10, CD Bailey 6-11-10, CE Bailey 6-11-10, CF Bailey 6-11-10, CG Bailey 6-11-10, CH Bailey 6-11-10, CI Bailey 6-11-10, CJ Bailey 6-11-10, CK Bailey 6-11-10, CL Bailey 6-11-10, CM Bailey 6-11-10, CN Bailey 6-11-10, CO Bailey 6-11-10, CP Bailey 6-11-10, CQ Bailey 6-11-10, CR Bailey 6-11-10, CS Bailey 6-11-10, CT Bailey 6-11-10, CU Bailey 6-11-10, CV Bailey 6-11-10, CW Bailey 6-11-10, CX Bailey 6-11-10, CY Bailey 6-11-10, CZ Bailey 6-11-10, DA Bailey 6-11-10, DB Bailey 6-11-10, DC Bailey 6-11-10, DD Bailey 6-11-10, DE Bailey 6-11-10, DF Bailey 6-11-10, DG Bailey 6-11-10, DH Bailey 6-11-10, DI Bailey 6-11-10, DJ Bailey 6-11-10, DK Bailey 6-11-10, DL Bailey 6-11-10, DM Bailey 6-11-10, DN Bailey 6-11-10, DO Bailey 6-11-10, DP Bailey 6-11-10, DQ Bailey 6-11-10, DR Bailey 6-11-10, DS Bailey 6-11-10, DT Bailey 6-11-10, DU Bailey 6-11-10, DV Bailey 6-11-10, DW Bailey 6-11-10, DX Bailey 6-11-10, DY Bailey 6-11-10, DZ Bailey 6-11-10, EA Bailey 6-11-10, EB Bailey 6-11-10, EC Bailey 6-11-10, ED Bailey 6-11-10, EE Bailey 6-11-10, EF Bailey 6-11-10, EG Bailey 6-11-10, EH Bailey 6-11-10, EI Bailey 6-11-10, EJ Bailey 6-11-10, EK Bailey 6-11-10, EL Bailey 6-11-10, EM Bailey 6-11-10, EN Bailey 6-11-10, EO Bailey 6-11-10, EP Bailey 6-11-10, EQ Bailey 6-11-10, ER Bailey 6-11-10, ES Bailey 6-11-10, ET Bailey 6-11-10, EU Bailey 6-11-10, EV Bailey 6-11-10, EW Bailey 6-11-10, EX Bailey 6-11-10, EY Bailey 6-11-10, EZ Bailey 6-11-10, FA Bailey 6-11-10, FB Bailey 6-11-10, FC Bailey 6-11-10, FD Bailey 6-11-10, FE Bailey 6-11-10, FF Bailey 6-11-10, FG Bailey 6-11-10, FH Bailey 6-11-10, FI Bailey 6-11-10, FJ Bailey 6-11-10, FK Bailey 6-11-10, FL Bailey 6-11-10, FM Bailey 6-11-10, FN Bailey 6-11-10, FO Bailey 6-11-10, FP Bailey 6-11-10, FQ Bailey 6-11-10, FR Bailey 6-11-10, FS Bailey 6-11-10, FT Bailey 6-11-10, FU Bailey 6-11-10, FV Bailey 6-11-10, FW Bailey 6-11-10, FX Bailey 6-11-10, FY Bailey 6-11-10, FZ Bailey 6-11-10, GA Bailey 6-11-10, GB Bailey 6-11-10, GC Bailey 6-11-10, GD Bailey 6-11-10, GE Bailey 6-11-10, GF Bailey 6-11-10, GG Bailey 6-11-10, GH Bailey 6-11-10, GI Bailey 6-11-10, GJ Bailey 6-11-10, GK Bailey 6-11-10, GL Bailey 6-11-10, GM Bailey 6-11-10, GN Bailey 6-11-10, GO Bailey 6-11-10, GP Bailey 6-11-10, GQ Bailey 6-11-10, GR Bailey 6-11-10, GS Bailey 6-11-10, GT Bailey 6-11-10, GU Bailey 6-11-10, GV Bailey 6-11-10, GW Bailey 6-11-10, GX Bailey 6-11-10, GY Bailey 6-11-10, GZ Bailey 6-11-10, HA Bailey 6-11-10, HB Bailey 6-11-10, HC Bailey 6-11-10, HD Bailey 6-11-10, HE Bailey 6-11-10, HF Bailey 6-11-10, HG Bailey 6-11-10, HH Bailey 6-11-10, HI Bailey 6-11-10, HJ Bailey 6-11-10, HK Bailey 6-11-10, HL Bailey 6-11-10, HM Bailey 6-11-10, HN Bailey 6-11-10, HO Bailey 6-11-10, HP Bailey 6-11-10, HQ Bailey 6-11-10, HR Bailey 6-11-10, HS Bailey 6-11-10, HT Bailey 6-11-10, HU Bailey 6-11-10, HV Bailey 6-11-10, HW Bailey 6-11-10, HX Bailey 6-11-10, HY Bailey 6-11-10, HZ Bailey 6-11-10, IA Bailey 6-11-10, IB Bailey 6-11-10, IC Bailey 6-11-10, ID Bailey 6-11-10, IE Bailey 6-11-10, IF Bailey 6-11-10, IG Bailey 6-11-10, IH Bailey 6-11-10, II Bailey 6-11-10, IJ Bailey 6-11-10, IK Bailey 6-11-10, IL Bailey 6-11-10, IM Bailey 6-11-10, IN Bailey 6-11-10, IO Bailey 6-11-10, IP Bailey 6-11-10, IQ Bailey 6-11-10, IR Bailey 6-11-10, IS Bailey 6-11-10, IT Bailey 6-11-10, IU Bailey 6-11-10, IV Bailey 6-11-10, IW Bailey 6-11-10, IX Bailey 6-11-10, IY Bailey 6-11-10, IZ Bailey 6-11-10, JA Bailey 6-11-10, JB Bailey 6-11-10, JC Bailey 6-11-10, JD Bailey 6-11-10, JE Bailey 6-11-10, JF Bailey 6-11-10, JG Bailey 6-11-10, JH Bailey 6-11-10, JI Bailey 6-11-10, JJ Bailey 6-11-10, JK Bailey 6-11-10, JL Bailey 6-11-10, JM Bailey 6-11-10, JN Bailey 6-11-10, JO Bailey 6-11-10, JP Bailey 6-11-10, JQ Bailey 6-11-10, JR Bailey 6-11-10, JS Bailey 6-11-10, JT Bailey 6-11-10, JU Bailey 6-11-10, JV Bailey 6-11-10, JW Bailey 6-11-10, JX Bailey 6-11-10, JY Bailey 6-11-10, JZ Bailey 6-11-10, KA Bailey 6-11-10, KB Bailey 6-11-10, KC Bailey 6-11-10, KD Bailey 6-11-10, KE Bailey 6-11-10, KF Bailey 6-11-10, KG Bailey 6-11-10, KH Bailey 6-11-10, KI Bailey 6-11-10, KL Bailey 6-11-10, KM Bailey 6-11-10, KN Bailey 6-11-10, KO Bailey 6-11-10, KP Bailey 6-11-10, KQ Bailey 6-11-10, KR Bailey 6-11-10, KS Bailey 6-11-10, KT Bailey 6-11-10, KU Bailey 6-11-10, KV Bailey 6-11-10, KW Bailey 6-11-10, KX Bailey 6-11-10, KY Bailey 6-11-10, KZ Bailey 6-11-10, LA Bailey 6-11-10, LB Bailey 6-11-10, LC Bailey 6-11-10, LD Bailey 6-11-10, LE Bailey 6-11-10, LF Bailey 6-11-10, LG Bailey 6-11-10, LH Bailey 6-11-10, LI Bailey 6-11-10, LJ Bailey 6-11-10, LK Bailey 6-11-10, LL Bailey 6-11-10, LM Bailey 6-11-10, LN Bailey 6-11-10, LO Bailey 6-11-10, LP Bailey 6-11-10, LQ Bailey 6-11-10, LR Bailey 6-11-10, LS Bailey 6-11-10, LT Bailey 6-11-10, LU Bailey 6-11-10, LV Bailey 6-11-10, LW Bailey 6-11-10, LX Bailey 6-11-10, LY Bailey 6-11-10, LZ Bailey 6-11-10, MA Bailey 6-11-10, MB Bailey 6-11-10, MC Bailey 6-11-10, MD Bailey 6-11-10, ME Bailey 6-11-10, MF Bailey 6-11-10, MG Bailey 6-11-10, MH Bailey 6-11-10, MI Bailey 6-11-10, MJ Bailey 6-11-10, MK Bailey 6-11-10, ML Bailey 6-11-10, MN Bailey 6-11-10, MO Bailey 6-11-10, MP Bailey 6-11-10, MQ Bailey 6-11-10, MR Bailey 6-11-10, MS Bailey 6-11-10, MT Bailey 6-11-10, MU Bailey 6-11-10, MV Bailey 6-11-10, MW Bailey 6-11-10, MX Bailey 6-11-10, MY Bailey 6-11-10, MZ Bailey 6-11-10, NA Bailey 6-11-10, NB Bailey 6-11-10, NC Bailey 6-11-10, ND Bailey 6-11-10, NE Bailey 6-11-10, NF Bailey 6-11-10, NG Bailey 6-11-10, NH Bailey 6-11-10, NI Bailey 6-11-10, NJ Bailey 6-11-10, NK Bailey 6-11-10, NL Bailey 6-11-10, NM Bailey 6-11-10, NO Bailey 6-11-10, NP Bailey 6-11-10, NQ Bailey 6-11-10, NR Bailey 6-11-10, NS Bailey 6-11-10, NT Bailey 6-11-10, NU Bailey 6-11-10, NV Bailey 6-11-10, NW Bailey 6-11-10, NX Bailey 6-11-10, NY Bailey 6-11-10, NZ Bailey 6-11-10, OA Bailey 6-11-10, OB Bailey 6-11-10, OC Bailey 6-11-10, OD Bailey 6-11-10, OE Bailey 6-11-10, OF Bailey 6-11-10, OG Bailey 6-11-10, OH Bailey 6-11-10, OI Bailey 6-11-10, OJ Bailey 6-11-10, OK Bailey 6-11-10, OL Bailey 6-11-10, OM Bailey 6-11-10, ON Bailey 6-11-10, OO Bailey 6-11-10, OP Bailey 6-11-10, OQ Bailey 6-11-10, OR Bailey 6-11-10, OS Bailey 6-11-10, OT Bailey 6-11-10, OU Bailey 6-11-10, OV Bailey 6-11-10, OW Bailey 6-11-10, OX Bailey 6-11-10, OY Bailey 6-11-10, OZ Bailey 6-11-10, PA Bailey 6-11-10, PB Bailey 6-11-10, PC Bailey 6-11-10, PD Bailey 6-11-10, PE Bailey 6-11-10, PF Bailey 6-11-10, PG Bailey 6-11-10, PH Bailey 6-11-10, PI Bailey 6-11-10, PJ Bailey 6-11-10, PK Bailey 6-11-10, PL Bailey 6-11-10, PM Bailey 6-11-10, PN Bailey 6-11-10, PO Bailey 6-11-10, PP Bailey 6-11-10, PQ Bailey 6-11-10, PR Bailey 6-11-10, PS Bailey 6-11-10, PT Bailey 6-11-10, PU Bailey 6-11-10, PV Bailey 6-11-10, PW Bailey 6-11-10, PX Bailey 6-11-10, PY Bailey 6-11-10, PZ Bailey 6-11-10, QA Bailey 6-11-10, QB Bailey 6-11-10, QC Bailey 6-11-10, QD Bailey 6-11-10, QE Bailey 6-11-10, QF Bailey 6-11-10, QG Bailey 6-11-10, QH Bailey 6-11-10, QI Bailey 6-11-10, QJ Bailey 6-11-10, QK Bailey 6-11-10, QL Bailey 6-11-10, QM Bailey 6-11-10, QN Bailey 6-11-10, QO Bailey 6-11-10, QP Bailey 6-11-10, QQ Bailey 6-11-10, QR Bailey 6-11-10, QS Bailey 6-11-10, QT Bailey 6-11-10, QU Bailey 6-11-10, QV Bailey 6-11-10, QW Bailey 6-11-10, QX Bailey 6-11-10, QY Bailey 6-11-10, QZ Bailey 6-11-10, RA Bailey 6-11-10, RB Bailey 6-11-10, RC Bailey 6-11-10, RD Bailey 6-11-10, RE Bailey 6-11-10, RF Bailey 6-11-10, RG Bailey 6-11-10, RH Bailey 6-11-10, RI Bailey 6-11-10, RJ Bailey 6-11-10, RK Bailey 6-11-10, RL Bailey 6-11-10, RM Bailey 6-11-10, RN Bailey 6-11-10, RO Bailey 6-11-10, RP Bailey 6-11-10, RQ Bailey 6-11-10, RR Bailey 6-11-10, RS Bailey 6-11-10, RT Bailey 6-11-10, RU Bailey 6-11-10, RV Bailey 6-11-10, RW Bailey 6-11-10, RX Bailey 6-11-10, RY Bailey 6-11-10, RZ Bailey 6-11-10, SA Bailey 6-11-10, SB Bailey 6-11-10, SC Bailey 6-11-10, SD Bailey 6-11-10, SE Bailey 6-11-10, SF Bailey 6-11-10, SG Bailey 6-11-10, SH Bailey 6-11-10, SI Bailey 6-11-10, SJ Bailey 6-11-10, SK Bailey 6-11-10, SL Bailey 6-11-10, SM Bailey 6-11-10, SN Bailey 6-11-10, SO Bailey 6-11-10, SP Bailey 6-11-10, SQ Bailey 6-11-10, SR Bailey 6-11-10, SS Bailey 6-11-10, ST Bailey 6-11-10, SU Bailey 6-11-10, SV Bailey 6-11-10, SW Bailey 6-11-10, SX Bailey 6-11-10, SY Bailey 6-11-10, SZ Bailey 6-11-10, TA Bailey 6-11-10, TB Bailey 6-11-10, TC Bailey 6-11-10, TD Bailey 6-11-10, TE Bailey 6-11-10, TF Bailey 6-11-10, TG Bailey 6-11-10, TH Bailey 6-11-10, TI Bailey 6-11-10, TJ Bailey 6-11-10, TK Bailey 6-11-10, TL Bailey 6-11-10, TM Bailey 6-11-10, TN Bailey 6-11-10, TO Bailey 6-11-10, TP Bailey 6-11-10, TQ Bailey 6-11-10, TR Bailey 6-11-10, TS Bailey 6-11-10, TT Bailey 6-11-10, TU Bailey 6-11-10, TV Bailey 6-11-10, TW Bailey 6-11-10, TX Bailey 6-11-10, TY Bailey 6-11-10, TZ Bailey 6-11-10, UA Bailey 6-11-10, UB Bailey 6-11-10, UC Bailey 6-11-10, UD Bailey 6-11-10, UE Bailey 6-11-10, UF Bailey 6-11-10, UG Bailey 6-11-10, UH Bailey 6-11-10, UI Bailey 6-11-10, UJ Bailey 6-11-10, UK Bailey 6-11-10, UL Bailey 6-11-10, UM Bailey 6-11-10, UN Bailey 6-11-10, UO Bailey 6-11-10, UP Bailey 6-11-10, UQ Bailey 6-11-10, UR Bailey 6-11-10, US Bailey 6-11-10, UT Bailey 6-11-10, UY Bailey 6-11-10, UZ Bailey 6-11-10, VA Bailey 6-11-10, VB Bailey 6-11-10, VC Bailey 6-11-10, VD Bailey 6-11-10, VE Bailey 6-11-10, VF Bailey 6-11-10, VG Bailey 6-11-10, VH Bailey 6-11-10, VI Bailey 6-11-10, VJ Bailey 6-11-10, VK Bailey 6-11-10, VL Bailey 6-11-10, VM Bailey 6-11-10, VN Bailey 6-11-10, VO Bailey 6-11-10, VP Bailey 6-11-10, VQ Bailey 6-11-10, VR Bailey 6-11-10, VS Bailey 6-11-10, VT Bailey 6-11-10, VY Bailey 6-11-10, VZ Bailey 6-11-10, WA Bailey 6-11-10, WB Bailey 6-11-10, WC Bailey 6-11-10, WD Bailey 6-11-10, WE Bailey 6-11-10, WF Bailey 6-11-10, WG Bailey 6-11-10, WH Bailey 6-11-10, WI Bailey 6-11-10, WJ Bailey 6-11-10, WK Bailey 6-11-10, WL Bailey 6-11-10, WM Bailey 6-11-10, WN Bailey 6-11-10, WO Bailey 6-11-10, WP Bailey 6-11-10, WQ Bailey 6-11-10, WR Bailey 6-11-10, WS Bailey 6-11-10, WT Bailey 6-11-10, WY Bailey 6-11-10, WZ Bailey 6-11-10, XA Bailey 6-11-10, XB Bailey 6-11-10, XC Bailey 6-11-10, XD Bailey 6-11-10, XE Bailey 6-11-10, XF Bailey 6-11-10, XG Bailey 6-11-10, XH Bailey 6-11-10, XI Bailey 6-11-10, XJ Bailey 6-11-10, XK Bailey 6-11-10, XL Bailey 6-11-10, XM Bailey 6-11-10, XN Bailey 6-11-10, XO Bailey 6-11-10, XP Bailey 6-11-10, XQ Bailey 6-11-10, XR Bailey 6-11-10, XS Bailey 6-11-10, XT Bailey 6-11-10, XU Bailey 6-11-10, XV Bailey 6-11-10, XW Bailey 6-11-10, XX Bailey 6-11-10, XY Bailey 6-11-10, XZ Bailey 6-11-10, YA Bailey 6-11-10, YB Bailey 6-11-10, YC Bailey 6-11-10, YD Bailey 6-11-10, YE Bailey 6-11-10, YF Bailey 6-11-10, YG Bailey 6-11-10, YH Bailey 6-11-10, YI Bailey 6-11-10, YJ Bailey 6-11-10, YK Bailey 6-11-10, YL Bailey 6-11-10, YM Bailey 6-11-10, YN Bailey 6-11-10, YO Bailey 6-11-10, YP Bailey 6-11-10, YQ Bailey 6-11-10, YR Bailey 6-11-10, YS Bailey 6-11-10, YT Bailey 6-11-10, YU Bailey 6-11-10, YV Bailey 6-11-10, YW Bailey 6-11-10, YX Bailey 6-11-10, YY Bailey 6-11-10, YZ Bailey 6-11-10, ZA Bailey 6-11-10, ZB Bailey 6-11-10, ZC Bailey 6-11-10, ZD Bailey 6-11-10, ZE Bailey 6-11-10, ZF Bailey 6-11-10, ZG Bailey 6-11-10, ZH Bailey 6-11-10, ZI Bailey 6-11-10, ZJ Bailey 6-11-10, ZK Bailey 6-11-10, ZL Bailey 6-11-10, ZM Bailey 6-11-10, ZN Bailey 6-11-10, ZO Bailey 6-11-10, ZP Bailey 6-11-10, ZQ Bailey 6-11-10, ZR Bailey 6-11-10, ZS Bailey 6-11-10, ZT Bailey 6-11-10, ZY Bailey 6-11-10, ZZ Bailey 6-11-10, AA Bailey 6-11-10, AB Bailey 6-11-10, AC Bailey 6-11-10, AD Bailey 6-11-10, AE Bailey 6-11-10, AF Bailey 6-11-10, AG Bailey 6-11-10, AH Bailey 6-11-10, AI Bailey 6-11-10, AJ Bailey 6-11-10, AK Bailey 6-11-10, AL Bailey 6-11-10, AM Bailey 6-11-10, AN Bailey 6-11-10, AO Bailey 6-11-10, AP Bailey 6-11-10, AQ Bailey 6-11-10, AR Bailey 6-11-10, AS Bailey 6-11-10, AT Bailey 6-11-10, AU Bailey 6-11-10, AV Bailey 6-11-10, AW Bailey 6-11-10, AX Bailey 6-11-10, AY Bailey 6-11-10, AZ Bailey 6-11-10, BA Bailey 6-11-10, BB Bailey 6-11-10, BC Bailey 6-11-10, BD Bailey 6-11-10, BE Bailey 6-11-10, BF Bailey 6-11-10, BG Bailey 6-11-10, BH Bailey 6-11-10, BI Bailey 6-11-10, BJ Bailey 6-11-10, BK Bailey 6-11-10, BL Bailey 6-11-10, BM Bailey 6-11-10, BN Bailey 6-11-10, BO Bailey 6-11-10, BP Bailey 6-11-10, BQ Bailey 6-11-10, BR Bailey 6-11-10, BS Bailey 6-11-10, BT Bailey 6-11-10, BU Bailey 6-11-10, BV Bailey 6-11-10, BW Bailey 6-11-10, BX Bailey 6-11-10, BY Bailey 6-11-10, BZ Bailey 6-11-10, CA Bailey 6-11-10, CB Bailey 6-11-10, CC Bailey 6-11-10, CD Bailey 6-11-10, CE Bailey 6-11-10, CF Bailey 6-11-10, CG Bailey 6-11-10, CH Bailey 6-11-10, CI Bailey 6-11-10, CJ Bailey 6-11-10, CK Bailey 6-11-10, CL Bailey 6-11-10, CM Bailey 6-11-10, CN Bailey 6-11-10, CO Bailey 6-11-10, CP Bailey 6-11-10, CQ Bailey 6-11-10, CR Bailey 6-11-10, CS Bailey 6-11-10, CT Bailey 6-11-10, CU Bailey 6-11-10, CV Bailey 6-11-10, CW Bailey 6-11-10, CX Bailey 6-11-10, CY Bailey 6-11-10, CZ Bailey 6-11-10, DA Bailey 6-11-10, DB Bailey 6-11-10, DC Bailey 6-11-10, DD Bailey 6-11-10, DE Bailey 6-11-10, DF Bailey 6-11-10, DG Bailey 6-11-10, DH Bailey 6-11-10, DI Bailey 6-11-10, DJ Bailey 6-11-10, DK Bailey 6-11-10, DL Bailey 6-11-10, DM Bailey 6-11-10, DN Bailey 6-11-10, DO Bailey 6-11-10, DP Bailey 6-11-10, DQ Bailey 6-11-10, DR Bailey 6-11-10, DS Bailey 6-11-10, DT Bailey 6-11-10, DU Bailey 6-11-10, DV Bailey 6-11-10, DW Bailey 6-11-10, DX Bailey 6-11-10, DY Bailey 6-11-10, DZ Bailey 6-11-10, EA Bailey 6-11-10, EB Bailey 6-11-10, EC Bailey 6-11-10, ED Bailey 6-11-10, EE Bailey 6-11-10, EF Bailey 6-11-10, EG Bailey 6-11-10, EH Bailey 6-11-10, EI Bailey 6-11-10, EJ Bailey 6-11-10, EK Bailey 6-11-10, EL Bailey 6-11-10, EM Bailey 6-11-10, EN Bailey 6-11-10, EO Bailey 6-11-10, EP Bailey 6-11-10, EQ Bailey 6-11-10, ER Bailey 6-11-10, ES Bailey 6-11-10, ET Bailey 6-11-10, EU Bailey 6-11-10, EV Bailey 6-11-10, EW Bailey 6-11-10, EX Bailey 6-11-10, EY Bailey 6-11-10, EZ Bailey 6-11-10, FA Bailey 6-11-10, FB Bailey 6-11-10, FC Bailey 6-11-10, FD Bailey 6-11-10, FE Bailey 6-11-10, FF Bailey 6-11-10, FG Bailey 6-11-10, FH Bailey 6-11-10, FI Bailey 6-11-10, FJ Bailey 6-11-10, FK Bailey 6-11-10, FL Bailey 6-11-10, FM Bailey 6-11-10, FN Bailey 6-11-10, FO Bailey 6-11-10, FP Bailey 6-11-10, FQ Bailey 6-11-10, FR Bailey 6-11-10, FS Bailey 6-11-10, FT Bailey 6-11-10, FU Bailey 6-11-10, FV Bailey 6-11-10, FW Bailey 6-11-10, FX Bailey 6-11-10, FY Bailey 6-11-10, FZ Bailey 6-11-10, GA Bailey 6-11-10, GB Bailey 6-11-10, GC Bailey 6-11-10, GD Bailey 6-11-10, GE Bailey 6-11-10, GF Bailey 6-11-10, GG Bailey 6-11-10, GH Bailey 6-11-10, GI Bailey 6-11-10, GJ Bailey 6-11-10, GK Bailey 6-11-10, GL Bailey 6-11-10, GM Bailey 6-11-10, GN Bailey 6-11-10, GO Bailey 6-11-10, GP Bailey 6-11-10, GQ Bailey 6-11-10, GR Bailey 6-11-10, GS Bailey 6-11-10, GT Bailey 6-11-10, GU Bailey 6-11-10, GV Bailey 6-11-10, GW Bailey 6-11-10, GX Bailey 6-11-10, GY Bailey 6-11-10, GZ Bailey 6-11-10, HA Bailey 6-11-10, HB Bailey 6-11-10, HC Bailey 6-11-10, HD Bailey 6-11-10, HE Bailey 6-11-10, HF Bailey 6-11-10, HG Bailey 6-11-10, HH Bailey 6-11-10, HI Bailey 6-11-10, HJ Bailey 6-11-10, HK Bailey 6-11-10, HL Bailey 6-11-10, HM Bailey 6-11-10, HN Bailey 6-11-10, HO Bailey 6-11-10, HP Bailey 6-11-10, HQ Bailey 6-11-10, HR Bailey 6-11-10, HS Bailey 6-11-10, HT Bailey 6-11-10, HU Bailey 6-11-10, HV Bailey 6-11-10, HW Bailey 6-11-10, HX Bailey 6-11-10, HY Bailey 6-11-10, HZ Bailey 6-11-10, IA Bailey 6-11-10, IB Bailey 6-11-10, IC Bailey 6-11-10, ID Bailey 6-11-10, IE Bailey 6-11-10, IF Bailey 6-11-10, IG Bailey 6-11-10, IH Bailey 6-11-10, II Bailey 6-11-10, IJ Bailey 6-11-10, IK Bailey 6-11-10, IL Bailey 6-11-10, IM Bailey 6-11-10, IN Bailey 6-11-10, IO Bailey 6-11-10, IP Bailey 6-11-10, IQ Bailey 6-11-10, IR Bailey 6-11-10, IS Bailey 6-11-10, IT Bailey 6-11-10, IU Bailey 6-11-10, IV Bailey 6-11-10, IW Bailey 6-11-10, IX Bailey 6-11-10, IY Bailey 6-11-10, IZ Bailey 6-11-10, JA Bailey 6-11-10, JB Bailey 6-11-10, JC Bailey 6-11-10, JD Bailey 6-11-10, JE Bailey 6-11-10, JF Bailey 6-11-10, JG Bailey 6-11-10, JH Bailey 6-11-10, JI Bailey 6-11-10, JJ Bailey 6-11-10, JK Bailey 6-11-10, JL Bailey 6-11-10, JM Bailey 6-11-











## TENNIS 35

GRAF'S PROGRESS  
UNCHECKED IN  
AUSTRALIAN OPEN

## SPORT

FRIDAY JANUARY 28 1994

## RACING 37

MAGUIRE BANNED  
FOR SIX DAYS  
BY JOCKEY CLUB

FA prepares to end speculation and confirm England manager

## Venables' waiting almost over

By ROB HUGHES  
FOOTBALL CORRESPONDENT

THE final doubts, the last veils of football's week of tedium and intrigue, should be lifted this afternoon when the Football Association declares at Wembley — as it is expected to — that Terry Venables is the man it wanted all along to succeed Graham Taylor as manager of England.

Meanwhile, the Football Association of Wales (FAW) has selected John Toshack as the part-time manager of the Welsh national team, illustrating that, as anticipated, it had no intention from the start to re-engage Terry Yorath, the choice of their players, whose contract expired on December 31. The charade of Alun Evans, the FAW chief executive, of flying to Spain to talk with Toshack, while the word was put around that he had a migraine, fooled nobody.

Quite possibly, Toshack, despite being only halfway through a contract with Real Sociedad, of San Sebastian, could harbour thoughts of a permanent homecoming, since Liverpool are expected to part company with Graeme Souness today.

We are talking here of the livelihoods of men who live close to obsession — that much can surely be doubted by nobody in a week that began with the fly-on-the-wall television documentary depicting the agonies of Graham Taylor's match days with England — yet, thankfully, the football authorities allowed a respectful pause in their shenanigans yesterday, while Manchester laid to rest Sir Matt Busby.

That caused the enthronement of the new England manager to be postponed until 2pm today. The clues towards Venables became irresistibly firm on Wednesday night

when Graham Kelly, chief executive of the FA, finally managed to talk of the England succession without mentioning a caretaker.

"The new manager will be in place," he said, and referring to the equally vital reorganisation of the outmoded FA coaching structure, Kelly also said that the new manager would have an important input, "especially as he is a man of experience and quality".

Leaving aside Kelly's coy refusal, even then, to name Venables and be done with the game of procrastination, there was a strange sound to that description. Surely, the FA had never considered hiring a man who was not one of "experience and quality"? Furthermore, surely Kelly remembers that we all knew Venables was the only candidate to be granted an interview by the five-man selection sub-committee and

that that interview took place on January 5?

Since then, the FA has had its work cut out trying not to read or hear the innuendo that, maliciously or otherwise, has loaded barrow high against Venables, innuendo without proof. This week, the delay has been over the bartering surrounding small print and large principles, chiefly Venables' insistence that he would trade away as little of his eclectic life as he could and would not have hanging over him the suggestion that he could be removed at the slightest newspaper revelation.

So, after 65 days of indecision, English football is about to go full circle. In 1966, Sir Alf Ramsey, Essex man, led England to win the World Cup on home soil. After his dismissal, England has been in the hands of men from the North, the North East, and the Midlands and now we are

back to Essex man, to Venables, who like Sir Alf hails from Dagenham.

There have been times when Souness seemed to mirror Graham Taylor in apparently lacking a tactical response in some games and, though the firm of Taylor stripped a manager bare, one man knew before this merry-go-round started that it can be damaging to health. Bobby Robson had figured in the deliberations of both the English and Welsh. England never offered him a recall, Wales did, but he chose sanity and accepted an offer from FC Porto to stay in Portugal, despite the fact that Sporting Lisbon had dismissed him a month ago. The sack in sunshine is somehow soothing compared to the business over here.

Busby's farewell, page 1  
Souness to go, page 36  
Griestly prepare, page 36

## Atherton keen for caution after England's ideal start

FROM ANDREW LONGMORE IN ANTIGUA

ON THE day that Telley Bitter announced one of the biggest sponsorships in sport, £9 million for the England cricket team over the next five years, England were anxious yesterday not to drink too deeply from the draught of a 203-run victory in their opening tour match in Antigua.

"It wasn't one of the strongest sides we will meet on the tour, certainly," Keith Fletcher, the England cricket manager, said. "But the game was an ideal way to start. Most of the batsmen got runs, all the bowlers did well in the second innings. We can only beat the opposition we get given."

The new sponsorship, which runs from October 1994 to September 1999 and includes the next two World Cups, is a remarkable affirmation of faith by Telley's, which has not enjoyed the most successful of associations with English cricket on the field, at least.

Since their sponsorship began in November 1991, England have beaten New Zealand and lost to almost everyone else. A change of fortune is long overdue, but whether it will come over the next three months is questionable.

Yesterday, Mike Atherton, the England captain, stressed the importance of gaining a winning momentum. "On a tour like this, where we have a number of preparatory games, we want to get the bandwagon rolling. It is something we stressed in our early talks," he said.

The collapse in the first innings and his dismissal, caught at backward square leg where he had been dropped moments earlier, were the only negatives aspects of a healthy win, Atherton added.

"We have collapsed far too many times in recent years, but there's nothing much you can do about it," he said. "History suggests that the West Indies sit back and wait

for an opening to get a cluster of wickets. It is something we have to watch out for."

Asked if he had any message for Curly Ambrose, his main tormentor in the series three years ago, Atherton offered the dearest of dead bats and Mike Smith, the England tour manager, was equally firm in dismissing suggestions that sponsorship of the national team by a brewery was sending out the wrong message to the nation's youth.

"I don't think we are encouraging young cricketers to



Fletcher: cautious

drink beer," he said. "This is major support for the game, which will be good for all 18 counties and go on down the line. The A-team tours are just one example of the benefits."

The England party enjoyed a day's boating before flying to St Kitts this morning for the start of the three-day game against the islanders tomorrow, which should be no more than another gentle stretching exercise.

The team had not been finalised, but all those who did not play in Antigua — Devon Malcolm, Angus Fraser, Chris Lewis, Matthew Maynard and Mark Ramprakash — will have their first outing of the tour.

England A match, page 38



Ernie Els, of South Africa, acknowledges one of 12 birdies he recorded during his record-breaking round of 61 in the Dubai Desert Classic yesterday. Report page 36

## Wales ignore criticism and pick Jenkins to face Irish

By DAVID HANDS  
RUGBY CORRESPONDENT

GARIN Jenkins, the Swansea hooker who lost control of his actions early in the five nations' championship match between Wales and Scotland in Cardiff earlier this month, has been retained in the Welsh team to play Ireland in Dublin on February 5.

Jenkins, 26, attracted criticism after raining blows on Derek Turnbull three minutes

into the game, won by Wales 29-6. He was penalised by Patrick Robin, the French referee, who told Welsh team officials that though he did not understand why the fracas had taken place, no such incident had occurred subsequently in a game he found easy to control.

"Garin demonstrated a measure of control after the incident, of which he wasn't particularly proud," Alan Davies, the Wales coach, said

yesterday. "It's important he carries that on to the next game. People who have complained about his behaviour are quite right and it's not something that will be tolerated in the future. But there has to be a measure of learning, particularly in a volatile position like front row."

It might have been hoped that Jenkins, a schools liaison officer with 11 caps to his name, had already learned the lesson after suspension

caused him to miss the championship last season, but the Welsh Rugby Union has emphasised that it will not be pressured into taking action.

The Irish management spoke specifically to Neil Francis, their lock who plays against Wales, about his behaviour after he was penalised for stamping during the France-Ireland match, but French officials, who have been putting their disciplinary house in order, may lift

ironic eyebrows at disciplinary measures adopted, or not, by their British counterparts.

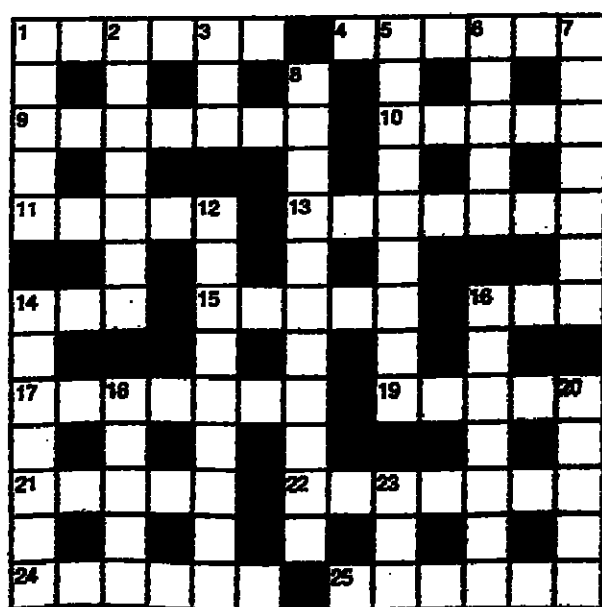
Wayne Proctor, the Llanelli wing, who has been suffering from a knee injury, returns for his eighth cap in place of the concussed Nigel Walker, the selectors having resisted the temptation to keep Mike Rayer in the side.

There seems little prospect of Scott Gibbs, the Swansea centre, playing before next season. Gibbs required sur-

gery on knee ligaments damaged during the game between the Barbarians and New Zealand in December.

WALLES: A Clement (Swansea); I C Evans (Cardiff), M R Hall (Cardiff), N G Davies (Llanelli), W T Proctor (Llanelli), N R Jenkins (Pontypool), R H St J B Moon (Llanelli), P J Evans (Llanelli), G R Jenkins (Swansea), J D Davies (Pontypool), E W Lewis (Llanelli), P J Davies (Llanelli), G O Lewis (Pontypool), M A Paragon (Llanelli), S Chubb (Llanelli), P Hughes (Swansea), M A Jones (Cardiff), S P M Jones (Cardiff), R H Jones (Swansea), R C Molyneux (Swansea), H Williams-Jones (Llanelli), A H Gwynne (Llanelli).

Colt figures, page 38



CROSSWORD ENTHUSIASTS: The Times Concise Crosswords — Books 1 & 2 (Special Edition 340 puzzles) £5.74 each. Books 3 & 4 £4.25 each. The Times Jumbo Crosswords — Book 1 £5.25, Book 2 £5.99. Concise Book 1 £5.99. The Times Crosswords — Books 1 to 13 £4.74 each. Books 14 to 16 £4.25 each. The Sunday Times Crosswords — Books 1 to 10 £4.74 each. Book 11 £4.25. Concise Books 1 & 2 £4.25 each. Prices inc p&hp (UK). Cheques to Adams Ltd, 51 Manor Lane, London SE13 5QW. Return delivery. Tel 081-852 4875 (24 hrs). No credit cards.

## TIMES TWO CROSSWORD

No 74

- ACROSS
- 1 N London terminus (6)
  - 4 Bring to close pile on clothes (4,2)
  - 9 Japanese unarmed combat (7)
  - 10 Inspector; code (5)
  - 11 Young man (5)
  - 13 Temper of Adam and Eve (7)
  - 14 Granary; Indian bread (3)
  - 15 Silky dress fabric (5)
  - 16 Female religious (3)
  - 17 Huntsman's cry (5,2)
  - 19 Unspoken but understood (5)
  - 21 Division of long poem (5)
  - 22 Storm dramatised by Shakespeare (7)
  - 24 Riddle-poising monster; Egyptian statue (6)
- DOWN
- 25 Ankle bone; birthplace of St Paul (6)
  - 1 Have pleasure in (5)
  - 2 Temporary residence (7)
  - 3 Make selection (3)
  - 5 17C Dutch portrait-painter (9)
  - 6 Expel undesirable elements (5)
  - 7 Civil war battle: Lancs town on R Ribbles (7)
  - 8 Partonime cat (4,2,5)
  - 12 Newly-weds' holiday (9)
  - 14 Announcements; spoils (7)
  - 16 Centre of cell, atom (7)
  - 18 Hold a necktie party (5)
  - 20 NT episode; Roman Emperor — Croesus (Peak) (5)
  - 23 NZ extinct flightless bird (3)

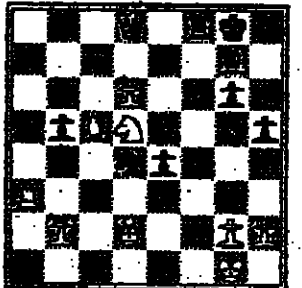
SOLUTION TO NO 73

ACROSS: 1 Sparks 5 Mask 8 Flea 9 Beholden 10 Trombone 11 Tate 12 Wombat 14 Quaro 16 Pyre 18 Noah's Ark 20 Chestnut 21 Lair 22 Load 23 Rudder

DOWN: 2 Palermo 3 Realm 4 Subcontinent 5 Million 6 Sweet 7 Three-quarter 13 Blessed 15 Termite 17 Yahoo 19 Solid

This position is from the game Sadler - Arakhamia, Hastings Premier 1993. With his passed pawn on d6 and threat against the Black knight on d4, White may have been feeling optimistic about his prospects. If so, Black's next move will have severely disillusioned him. What was it?

Solution, page 36



By Philip Howard

DAFF

- To undress
- A bull calf
- A liar

HEBBERMAN

- A fisherman
- A family portrait
- An extreme Calvinist

TELEOSTEAN

- Dealing with final causes
  - Bony and fishy
  - Tail and thin
- TSIA
- Tea
  - The Lydian letter TS
  - The Japanese swallow

Answers on page 36

## UFO

(unexpectedly fast operation)



The new 1994 Hewlett-Packard  
workstations and servers.

PA-RISC® systems (starting at £3490)  
that outperform the rest  
to an extent that's almost frightening.

Request your Morse Data Pack  
including a handy one-page  
Busy Executive's Summary.

MorseData

Profile West, 950 Great West Road,  
Brentford, Middx. 081-232 8000.

HP

COMPANY

Gul  
kill  
conv